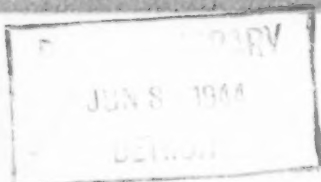




..... MAY, 1944

TECHNOLOGY DEPT:

**THE**



# **MANUFACTURING CONFECTIONER**

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



"Candy Is Delicious Food"



*A timely Tip*

# IMITATION COCONUT FLAVOR

Don't let the scarcity of Coconut disturb you. With Felton's Imitation Coconut Flavor No. 41 you can make delicious, natural tasting Coconut Flavored Confections.

Depend on Coconut Flavor No. 41. It is already recognized for its high quality as well as economy.

WRITE FOR BATCH-SIZE SAMPLE OF  
IMITATION COCONUT FLAVOR No. 41

**FELTON** *Chemical Co., Inc.*

599 JOHNSON AVE.

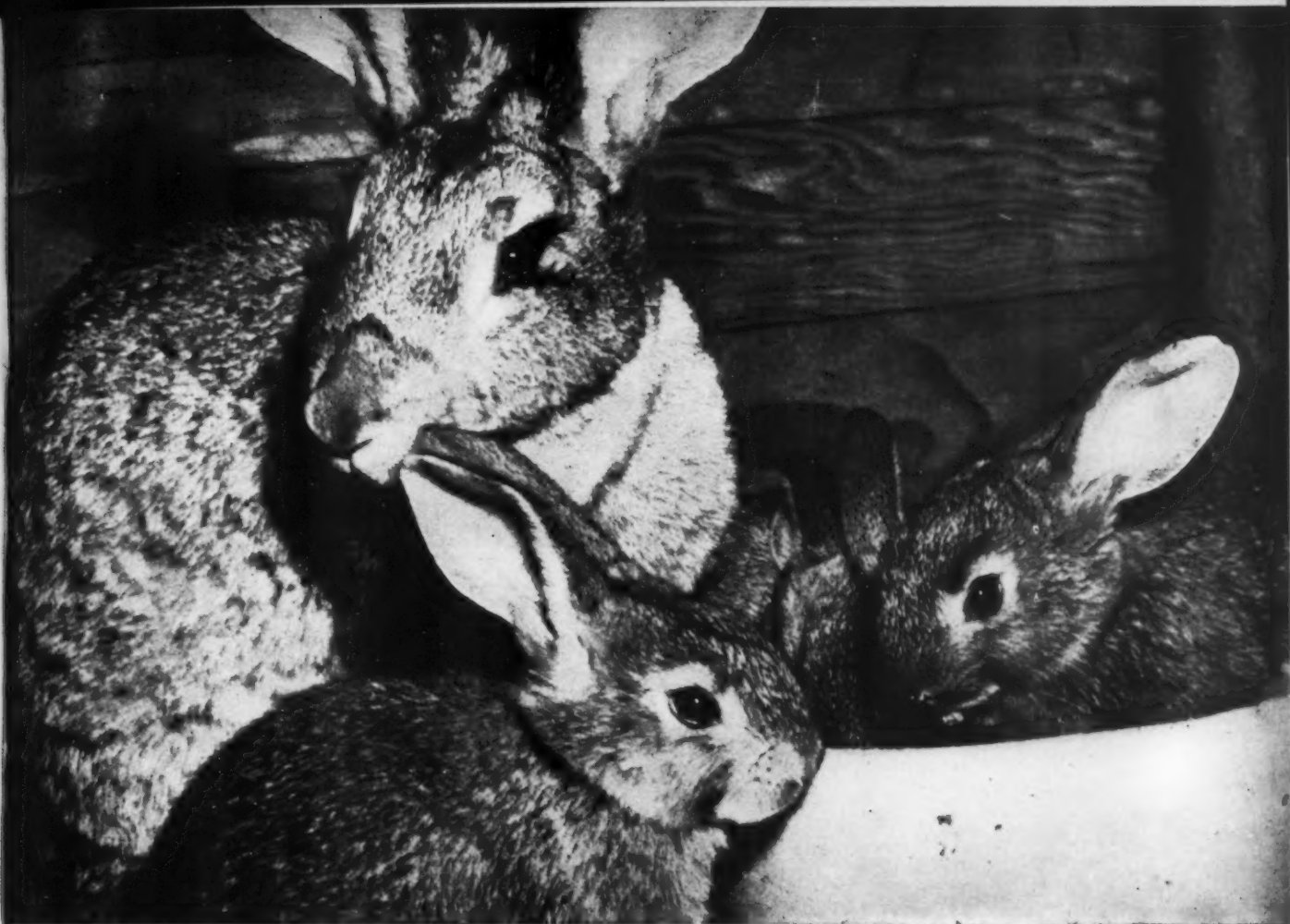
BROOKLYN, N. Y.

BRANCHES IN PRINCIPAL CITIES



MANUFACTURERS OF FLAVORS, ESSENTIAL OILS, AND AROMATIC CHEMICALS





## ...BECAUSE THEY MULTIPLY SO FAST!

Rabbits are not the only things that multiply, as any food handler can tell you. The ever present menace of vermin and insect pests would ravage the nation's food supply in short order *unless kept under constant control!*

Fortunately, foodstuffs in warehouses, mills and plants can be protected by systematic use of Liquid HCN, a highly effective American Cyanamid product which destroys vermin and insects in all stages of their life cycle, assuring an effective kill.

A concentrated product of the highest commercial purity, Liquid HCN (liquefied hydrocyanic acid gas) is *all* fumigant, without inert ingredients. This makes it economical as well as effective.

Liquid HCN is widely used in the food industry because it does a complete job. At the same time it is harmless to practically all commodities, materials, and equipment.

Specific fumigation procedure can be planned by an experienced Fumigation Engineer who will also do the job, using his own equip-

ment and trained personnel. Will you write or wire us for the name of a reliable Fumigation Engineer in your territory?

### LIQUID HCN FUMIGATION

IS

EFFICIENT • ECONOMICAL  
CLEAN • TIME-SAVING

One of several standard methods of application will give positive insect control at minimum cost in meeting your needs. Send for a copy of "The Liquid HCN Fumigation Manual."

## AMERICAN CYANAMID & CHEMICAL CORPORATION



INSECTICIDE DEPARTMENT • A UNIT OF AMERICAN CYANAMID COMPANY  
30 Rockefeller Plaza, New York 20, N. Y. • Kansas City 6, Mo. • Azusa, Calif.





# *In Lieu of* LEMON



*W*ITH army, navy and lend-lease requirements taking a lion's share of all available lemon oils, confectioners now face the necessity of substituting other suitable flavors for many items in their line. Plentiful supplies of sweet ORANGE and fragrant, refreshing LIME Oils make these two ever popular citrus types the most logical flavor replacements where lemon is unavoidably restricted. Both make ideal flavors for hard candies, cream centers, crystallized creams, jellies, dessert powders, icings, beverages, etc. Just tell us what you make and we'll gladly send you a test sample of the orange or lime oil best suited to your needs.



## **FRITZSCHE BROTHERS, Inc.**

PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.  
 FACTORIES AT ELFTON, N. J. AND SEILLANS (VARS) FRANCE



# THE MANUFACTURING CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers  
PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

Vol. XXIV, No. 5

MAY, 1944

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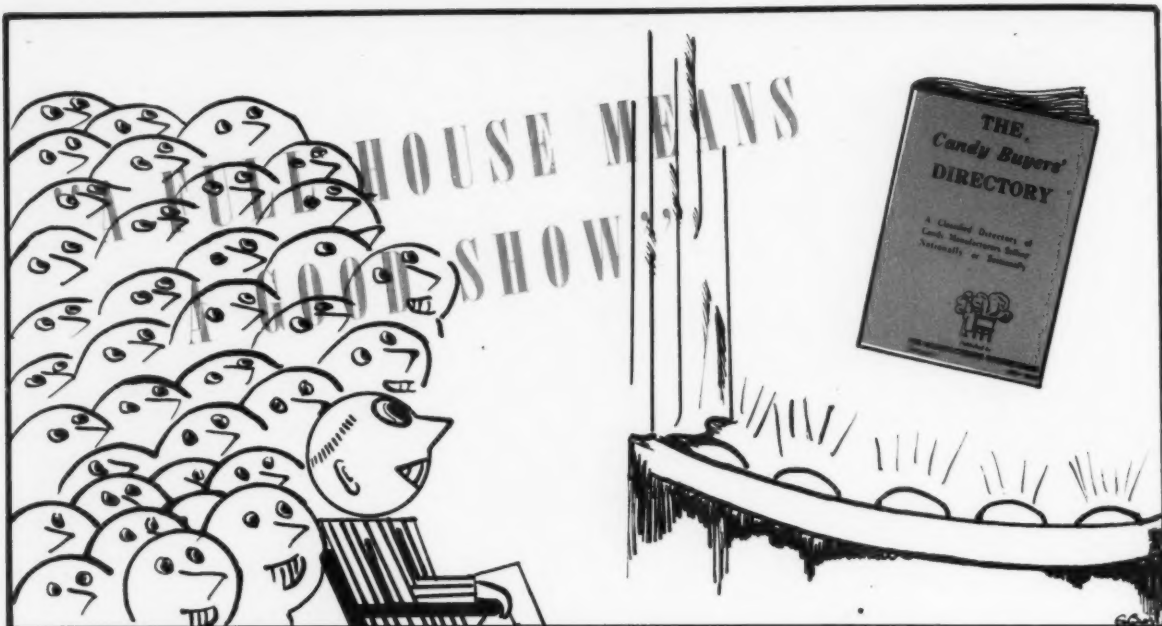
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**THE CANDY BUYER'S DIRECTORY** guarantees a "good show"—it always "plays to a full house" of 9000 volume candy buyers including jobbers; syndicates; food distributors; chain store buyers; grocery distributors; large retail buyers; Army, Navy and Marine post-exchange buyers. It is the Industry's "Red Book" and is filled with information about candy manufacturers. It is the **ONLY** directory of candy manufacturers. It classifies 75 different types of confectionery products, with the companies making those candies listed under each appropriate heading.

The **DIRECTORY** is compact, pocket-sized, complete and easily readable. It tells what section of the country each manufacturer covers with each type of candy he makes, and has a powerful appeal to buyers because of its information and handy, carefully classified form.

The **DIRECTORY** is devoted to doing a candy-selling job for you. It has **NO other purpose!** Buyers don't need to thumb through pages of extraneous material to find the candy advertising. This publication does **ONE** job, selling candy, and does it well. That's your basic assurance of successful selling.

The **DIRECTORY** devotes its entire time to selling your product 365 days of the year with only one advertising insertion. It only costs 1½¢ per buyer per year to reach 9000 buyers with a full page advertisement. As each new **DIRECTORY** arrives, it becomes an integral part of the buyer's business. It becomes his "right-hand man." It enables him to plan his buying trips. It centers a spotlight of interest on display advertisers in the **DIRECTORY** because each advertiser is given a bold-faced listing in each department under his particular classification.

The **DIRECTORY** is a "Who's Who" of candy plants. It gives you the opportunity to let your prospective buyers get fully acquainted with you so that they will know where to turn when the "Seller's" market ends. You build up a natural connection between your brand name and your name through **CANDY BUYER'S DIRECTORY** advertising. Your name and address are constantly at the fingertips of all buyers of candy from coast to coast.

Three men walked into the office of one of the 1944 **DIRECTORY** advertisers at separate intervals but right after each other. Each of the three, in his turn, pulled out a copy of the **DIRECTORY** and began to study it. Each showed a well-worn, dog-eared, scribbled copy which meant that each copy was actually working wherever the buyer went. It was **ON THE JOB**, selling candy!

Each of the above mentioned men had something to say when asked how he liked the **DIRECTORY**: "It would be worth \$10 to me to get another copy." "It's the most important part of my business;" "I wouldn't leave my office without my copy of the **DIRECTORY**!"

That's what we mean when we say the **DIRECTORY** works for you the year around. Advertising costs are at a minimum for this directory which is a constant reminder to the buyers of your candy products. It gives you an opportunity to tell the people who ought to know, all about your firm and your candy. Reserve your space now for the 1945 issue published this Fall!!!!

**Write Now for Rates and Information**

# THE CANDY BUYERS' DIRECTORY

400 W. Madison St., Chicago, 6 — 303 W. 42nd St., New York, 18



# Some new facts about **Soy Flour** that you should get next to!

**W**E NEVER stop learning. Especially when you're working with a subject like the soy bean. Our research laboratory and our field staff are constantly discovering new things about soy flour and its uses. What you hear about soy flour today may be already outdated to-

morrow. We are never through finding new ways that soy flour can improve products, add extra nutritional values, and save you money in time and material.

So you can see it pays to keep closely in touch with latest developments in this constantly-broadening field. If you have questions concerning a possible application of soy flour, even though the answer in the past may have been, "It can't be done"—write in about it. The answer today may be, "We've just found a way!"

Use the coupon below to send for informational material covering the general uses of soy flour in your field, and use the blank space to mention any special applications you are interested in. No obligation at all.

## How Soy Flour is Used in the Confectionery Field

First a substitute, then a staple, now an indispensable ingredient, soy flour is still growing in popularity as its advantages become more generally recognized throughout the candy industry. Send for full description of the uses and advantages of soy flour in candy making.



# **A. E. STALEY MFG. CO.**

*Industrial Sales Division, Decatur, Ill.*

**STALEY'S SOY GRITS**

**STALEY'S HI-FAT SOY FLOUR**

**STALEY'S LO-FAT SOY FLOUR**

A. E. Staley Mfg. Co.,  
Decatur, Ill.

Please send me your latest scientific findings regarding the uses of soy flour in the Confectionery industry, with special reference to . . .

Name . . . . .

Address . . . . .

City . . . . . State . . . . .





## Second N.C.A. Wartime Conference June 6, 7, 8

The 61st annual convention of the National Confectioners' Association will be held this year in New York City at the Waldorf-Astoria Hotel on June 6, 7 and 8. It will be in the nature of a war-time conference, similar to the one held last year in Chicago. All the frills, golf games, entertainment and diversions will be dispensed with again to make this a strictly business-like meeting for the dissemination of vital war-time information which the candy man needs to successfully continue in business.

The annual exposition of supply firms will also be dispensed with for the second straight year due to transportation difficulties, etc. However, the 1943 meeting met with great favor and it is expected that the



Present officers and directors of the National Confectioners' Association, who were elected for 1943-44, are as follows: Top Center: Philip P. Gott, president. Reading top to bottom left: Theodore F. Stempel, E. J. Brach & Sons, Chicago, director; Harry L. Brown, Brown & Haley, Tacoma, vice-president; John H. Reddy, New England Confectionery Co., Cambridge, director. From top to bottom right: Irvin C. Shaffer, Maillard's Inc., New York City, director; Charles C. Chase, Chase Candy Co., St. Joseph, director; Charles F. Scully, Williamson Candy Co., Chicago, comptroller; and Arthur L. Stang, Cracker Jack Co., Chicago, secretary-treasurer. Below left center: O. F. Sealy, Johnson-Fluker Company, Atlanta, director; and right center: John W. McKey, Euclid Candy Co., San Francisco, director. Not shown: C. R. Kroegel, Kroegel-Oettinger, Inc., Philadelphia.





*Dedicated to Friendliness and Service*



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*The* **WALDORF-ASTORIA**

PARK AVENUE • 49TH TO 50TH • NEW YORK



same thing will hold true this year. Officials of the NCA have been working on the program, and although it may be somewhat subject to change, the basic outline has been formulated.

Mr. Herman L. Hoops, of Hawley and Hoops, New York City, has been named general chairman of the conference. The NCA has urged that all reservations be made as early as possible and that tickets for the luncheons and dinner be purchased in advance. These precautions are necessary because of rationing and the heavy travel to New York City.

As we go to press, the program is as follows:

## Tuesday, June 6:

- 12:30 P. M. OPENING LUNCHEON - Official opening of the 1944 NCA Wartime Conference  
 2:30 P. M. COUNCIL ON CANDY - Review of activities  
 3:00 P. M. HOW INDIVIDUAL COMPANIES CAN CAPITALIZE ON COUNCIL PROGRAM  
 3:15 P. M. OUTLOOK FOR AGRICULTURAL PRODUCTS USED BY CONFECTIONERS . . . what raw materials will be available in 1944-45? . . . Chairman: Wm. Brock Jr., Brock Candy Co., Chattanooga . . . Ellsworth Bunker, National Sugar Refining Company (will talk on sugar situation) . . . Pendleton Dudley, Corn Industries Research Foundation, (will discuss corn syrup situation.) . . . Russell Burbank, Rockwood and Company, Cambridge, (will discuss the chocolate situation with facts and figures).

## Wednesday, June 7:

- 9:30 A. M. INDUSTRY FACTS & FIGURES . . . activities of the NCA . . . the President's Report . . . the Secretary-Treasurer's Report . . . H. B. McCoy, Dept. of Commerce. (Will give data on annual survey).  
 10:30 A. M. THE KNOWN AND THE UNKNOWN ABOUT CANDY . . . what facts have been revealed through laboratory tests, through university experiments . . . Chairman, Nutritional Conference: Jos. R. Maxwell, Stephen F. Whitman & Sons, Philadelphia . . . Dr. George Cowgill, Yale, Dr. Ancel Keys, U. of Minnesota, and other leading nutritionists will discuss candy nutrition.  
 12:30 P. M. No general luncheon scheduled  
 2:00 P. M. CANDY FOR OVERSEAS ARMED FORCES . . . Chairman: Paul R. Trent, Schutter Candy Co., Chicago . . . recent demands for additional supplies of confections for overseas sales are asking confectioners to "do more with less" . . . what type of confections are desired?  
 2:45 P. M. FROM FACTORY TO CONSUMER J. H. Reddy, New England Confectionery Company, Cambridge; Lester Roskam, Quaker City Chocolate and Confectionery Co., Philadelphia; and John G. Rote, W. F. Schrafft & Sons, Boston, will discuss merchandising, retraining salesmen, manufacturer and dealer relationships. What are the trends in merchandising . . . will merchandising changes demand retraining of salesmen? . . .  
 8:00 P. M. PRODUCTION FORUM . . . what new in-

gredients can manufacturers use? . . . it is possible to use additional nutritious ingredients without affecting taste appeal? . . . Chairman: George H. Williamson Candy Co., Chicago . . . Chas. Adelson, Delson Candy Co., New York, Service co-chairman.

## Thursday, June 8:

- 9:30 A. M. PRICING AND RATIONING PROBLEMS . . . what are the developments in OPA pricing policies? . . . what are the overall trends in rationing policies? . . . J. P. Delafield, Special Commodities Section, War Food Administration.  
 10:30 A. M. PACKAGING FOR TODAY AND TOMORROW . . . what revision is being made in limitation orders? . . . how will confectioners be affected? . . . how can a workable container re-use program be developed?  
 12:30 P. M. No general luncheon scheduled  
 2:00 P. M. PROBLEMS OF COMPANY MANAGEMENT . . . to what extent and how may companies change from present forms of compensation to incentive systems?  
 5:00 P. M. ADOPTION OF RESOLUTIONS Unfinished Business  
 7:00 P. M. CONFERENCE DINNER Chairman of Dinner Committee: C. F. Haug, Mason, Au, Magenheimer Manufacturing Company, Brooklyn.

## A. R. C. Meets June 4-5-6

THE 2nd A. R. C. War Time Conference will be held at the Roosevelt Hotel, New York, June 4-5-6.



Mr. Elmer Wieda, president of the Associated Retailers Association. Mr. Wieda was elected during the June meeting in Chicago. He is president of Wieda's, Inc., Patterson, New Jersey.

Highlights of the program are: The House of Friendship, Sunday evening, with A. Klein & Co. as hosts at the Flowing Bowl. Mr. Greer of the J. W. Greer Company, Boston, is to discuss improvements in the manufacturing set-up of factories. Mr. Seymour Neill of Mrs. Snyder's Candies, Chicago, is the quiz master and Mr. James King, Mr. Peter Laureys and Miss Helen Britt are the "quiz kids." Mr. Ed Marsh, St. Louis, is to deliver a pep talk.

Program of A. R. C.: Sunday, June 4th, 6:00 P. M., Registration. 8:00 P. M., House of Friendship.

Monday, June 5th, 12:00 P. M. Registration. 12:30 P. M., Luncheon. 1:30 P. M., President's Address, Secretary's Report. 2:30 P. M., "Staying on Top", Edward G. Marsh. 3:00 P. M., "Modernization and Post War Candy Plant Layouts", Fred W. Greer. 4:00 P. M., "The Candy Quiz Kids".

Tuesday, June 6th, 10:00 A. M., "What Your Candy Business Is Facing." 12:30 P. M., Luncheon. 1:30 P. M., "The Future Trend of Store Design," "Tricks That Clicked," "Candy Clinic," Open Forum Discussion.

Wednesday, June 7th, 12:30 P. M., Luncheon. 1:30 P. M., Reports and Election of Officers. 2:00 P. M., "Problems of Personal Post-War Planning." 3:00 P. M., "Let's Face It," a two act drama. Adjournment.

THE MANUFACTURING CONFECTIONER



**WE MUST SHARE**

*the Apple*



The United States Government is taking a large part of our production. We are proportioning the balance among our time-honored customers. Although our present output is ahead of pre-war days, we still cannot fill present demands for our products. We appreciate your patience and understanding and believe you will agree that half an apple is better than none, until we can again have a whole apple apiece.

**BUY MORE WAR BONDS**

**NUTRL-JEL**

FOR MAKING JAMS  
JELLIES - PRESERVES

**CONFECTO-JEL**

FOR MAKING BETTER  
JELLIED CANDIES

**APPLE VINEGAR**

& OTHER APPLE PRODUCTS

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

**SPEAS COMPANY**

**General Offices**

**Kansas City, Missouri**



A very wise employer told me the other day, "We have never encountered a single instance of labor trouble which could not have been prevented if we had had the right kind of foremen on the job. We see now that the way to prevent future situations is by selecting foremen who can lead as well as boss—and who can live up to the management and labor relations responsibilities which go with their title."

When it comes to the selection of foremen, the average company just hasn't any policy. Instead of regarding foremanship as a specialized branch of management, the average firm appoints its foremen on wholly irrelevant grounds. "Tim Smith has been with the company for 23 years. Make him the foreman." Or, "Bill Jones has been the top producer in that department since the war began. He's the man to promote to foreman."

I call these factors irrelevant because being a faithful workman or a marvel of production efficiency has practically nothing to do with being a good foreman. Some of the best foremen in industry today never worked in a factory before Pearl Harbor, and not all of these possess more than average mechanical ability. But, they have foremanship ability—and were chosen for that reason. They have been trained to become foremen, and they regard their position as a special craft—almost a profession. They take pride in their four-fold relationship to the workers in their charge, serving them as (1) instructor; (2) director; (3) interpreter and (4) friend.

#### **The Successful Foreman**

The successful foreman appreciates the true significance of *morale* as a production factor. He treats the workers in his charge as human beings with rights and dignities and privileges—regarding himself as their leader rather than their boss. He would score at least 400 in Glenn Gardiner's famous test, in which 100 is given for an affirmative answer to each of the following questions:

1. Do you know and call each worker by his first name?
2. Do you know the marital status, number of children, years of schooling and at least one outside interest of each worker under you?
3. Do you *always* ascertain a worker's viewpoint before making a decision affecting his interests?
4. Do you *always* give full credit for the worker's ideas and suggestions?
5. Do you get more satisfaction from praising workers than from "bawling them out"?

To the old-type foreman these questions would smack of molly-coddling and just another silly notion of management. But one big company made a test which



Mr. Cool was a labor relations consultant and a successful business man before founding the Labor Relations Institute in 1938, since which time the organization has grown to a membership of 6,500 companies.

# **A Wise Foreman Keeps Labor Happy**

By O.C. COOL

Director, Labor Relations Institute  
New York

actually proved that the *attitude of the foreman* is the basic fundamental of good working conditions. This firm took a group of employees and surrounded them with everything that could make their duties pleasurable—and discovered that pleasant surroundings, perfect lighting, fine toilet facilities, rest periods, snacks during work hours, etc., really increased output very little. But when the emphasis was shifted to *improving the nature of the supervision*—how the workers got along with the foreman, whether they were treated equally and praised for doing good work, production soared. In short, you can modernize a plant all you please, but it will do little good if the foremen still live in the Middle Ages.

There are other proofs that quality of supervision is of top-flight labor-relations importance. J. David House, for instance, demonstrated through testing that employees in general rate their wages *seventh* in a scale of values. They put the

following six points ahead of the weekly pay check:

1. Receiving help necessary to get results expected by the management.
2. Being encouraged to offer suggestions and try new methods.
3. Being told whether their work is improving.
4. Certainty of getting a fair hearing and a square

deal for grievances?

5. Certainty of promotions going to those who are best qualified.

6. Being encouraged to seek advice.

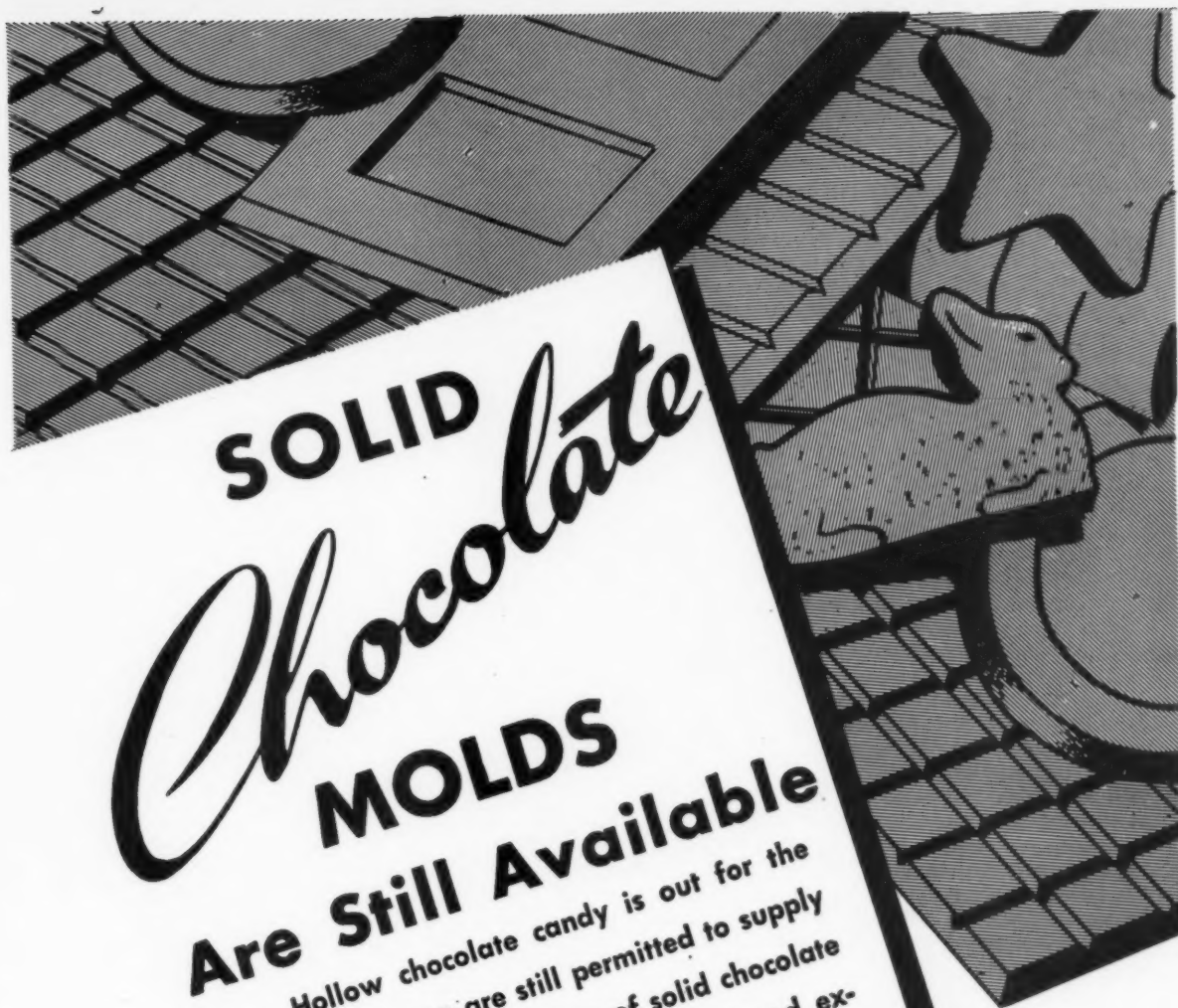
With the help and encouragement of management, every foreman can go a long way toward realizing the ideals expressed in these tests and surveys. An effective way to do it is through the 4-point formula, which helps the foreman to embrace the full range of his responsibilities, both to the company and to the employees in his charge.

#### **1. The Foreman as an Instructor**

Both in "breaking in" new employees and in preparing others for promotion to higher jobs, the foreman's function as an instructor is of key importance. Every worker wants to be employed at his highest skill, not only because of the higher earnings involved, but also because of the tremendous factors of self-respect and respect from fellow-workers. The foreman or supervisor who patiently trains the members of his department, avoiding "show-off" tactics and patronizing gestures, is bound to win cooperation from his staff.

One of the fundamental mistakes in training is to assume that the new worker knows more than he really does about the particular operation, machine or material. Another basic fault is impatience on the part of the instructor, who, because the task is easy for him to do, expects the novice to grasp everything at once.





# SOLID *Chocolate* MOLDS Are Still Available

Hollow chocolate candy is out for the duration but we are still permitted to supply molds for the manufacture of solid chocolate goods. Although Eppelsheimer skill and experience are now directed almost entirely to war work, we are still able to manufacture, or repair, solid chocolate molds to meet the immediate maintenance and operating requirements of our customers.



"For Years the Leading Maker of Chocolate & Ice Cream Molds"

**EPPELSHEIMER & CO.**

Sales Office: 34-44 Hubert St., New York, N. Y., Factory: Cranford, N. J.



Time spent in explaining complete details, and in demonstrating, step by step, the task to be performed, is time invested. But there is no "pay-off" unless the worker fully grasps the teaching, and this means that the instructor must watch the learner do the job "on his own." It also involves constant, but friendly, checking up throughout the first day or so of work, to be sure that everything is fully understood. Allowance must be made for nervousness on the part of the beginner, and this explains why the foreman's instructing should be done in a manner which puts the new man at ease.

Of course, instruction is not confined to the actual task to be performed by the new workers. Every job is surrounded with details, such as how to get materials, what to do if the machine breaks or needs adjustment; what the rules are regarding rest periods and relief; safety practices and regulations; checking in and checking out, etc. In the well-ordered factory, such details will be covered in the Employees' Manual or handbook given them upon induction, but the foreman who takes his responsibilities as an instructor to heart will not be content to let the new worker get it all from the book. Instead, he will discuss these points in his own way, using the manual more as supplementary text or for illustration. This treatment insures that the manual will be referred to, and not be regarded as so much "fine print." And if the manual doesn't lend itself to this practice, you need a new manual.

## 2. The Foreman as Director

Naturally, foremanship goes beyond instruction which, after all, is a means toward an end. That end is sustained production at the minimum cost in money, time, material and effort. Quality is also an essential factor: it does no good to step up the production of parts if the percentage of rejects also rises. Wear and tear on workers is as costly as wear and tear on machinery: the good foreman develops a faculty for sensing what can and can not be done, so far as pace is concerned.

The ability to weld the individual workers into a team which functions smoothly as a unit is a touchstone of good supervision. This means that the foreman must have a harmonizing influence on the people who work under him. He cannot afford to ignore feuds or differences of opinion which lead to petty strife and bickering between the employees. Without offensively sticking his nose into other people's business, he must smooth out such tangles and irritations—or, if he finds that impossible—see that the inharmonious elements are transferred to other departments or other shifts. The practical jokers and the horseplay addict must be disciplined or separated, and the chronic complainers either satisfied or firmly dealt with (as must be done if their gripes are imaginary or unreasonable). The distinction must be drawn between the "natural-born fault-finder" who gets in other workers' hair and the employee with

a sincere grievance.

## 3. The Foreman as Interpreter

The foreman is a part of management, and a very important part, at that. He, more than anyone else on the management side of the organization, comes into daily—even hourly—contact with the employees. In fact, to most of the workers the foreman is the management. Upon his shoulders falls the burden of humanizing and interpreting the various company policies which affect the employees. He is more than a mere liaison officer, however; in nine cases out of ten his decisions are

final, and while these decisions obviously must conform with company policy, they are the foreman's own actions, taken on his own authority and responsibility. The body of these decisions tend to be regarded as company policy as time goes on. So the foreman's acts, as well as his words, ultimately reflect "the Company" to the workers.

Foreman-interpretation involves not only the explanation of company policy toward days off, minor infractions of rules and similar matters, but also the much higher type of action involved in handling grievances, when the foreman acts quasi-judicially. The measure of a foreman's capacity could well be his reception of complaints—whether he meets the employee half-way and tries to settle the matter equitably, or whether he resents the complaint as a reflection upon his own ability.

To be fully effective, and to get the best results from the grievance machinery, the foreman should not merely settle complaints—he should invite them. The worker who finally speaks his mind must feel that the expression is well within his rights, and that no retaliation or discrimination will result. That is why the foreman hearing the complaint should lean over backward to assure the employee that he is listening to every word, and that all aspects of the matter are being given full consideration—with the employee's interest uppermost in the foreman's mind.

Some foremen dismiss the need for grievance systems by saying, "There isn't a man in my department who can't come to me and say anything he pleases." But they rob a grievance of its significance by being too casual about it. The good foreman is neither casual nor sarcastic in his dealings with his force; when faced with a serious complaint (and every complaint is serious to the complainer) his demeanor suits the occasion.

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## 4. The Foreman as a Friend

Every progressive management wants to be considered the friend of all the workers, but it is obviously impossible for this to be literally true in all but the smallest companies. But the foreman, who is a part of management, certainly can be the friend of every worker in his department. He is the one person who knows every body, and he can be either the amalgam which unites

(Please turn to page 68)

**P**RESENT day labor relations are of vital importance to the far-seeing executive. A definite company policy on labor relations is imperative. Anticipated plentiful labor in the post-war period will not be a solution.

*This article by Mr. Cool shows how the foreman can become the key man in Company-Employee relations. The friendly employee is proving the most valuable asset of a company.*

THE MANUFACTURING CONFECTIONER is aware of the problems of maintaining proper employee-employer relations. During 1943 THE MANUFACTURING CONFECTIONER published the following articles dealing with other phases of this problem. The J. H. Bier series on confectionery plant management in May, July, August and October; "Manning Tables, Replacement Schedules," by G. B. Cox in July, and "Training Within Industry," by S. W. Mudge in July.—EDITOR.



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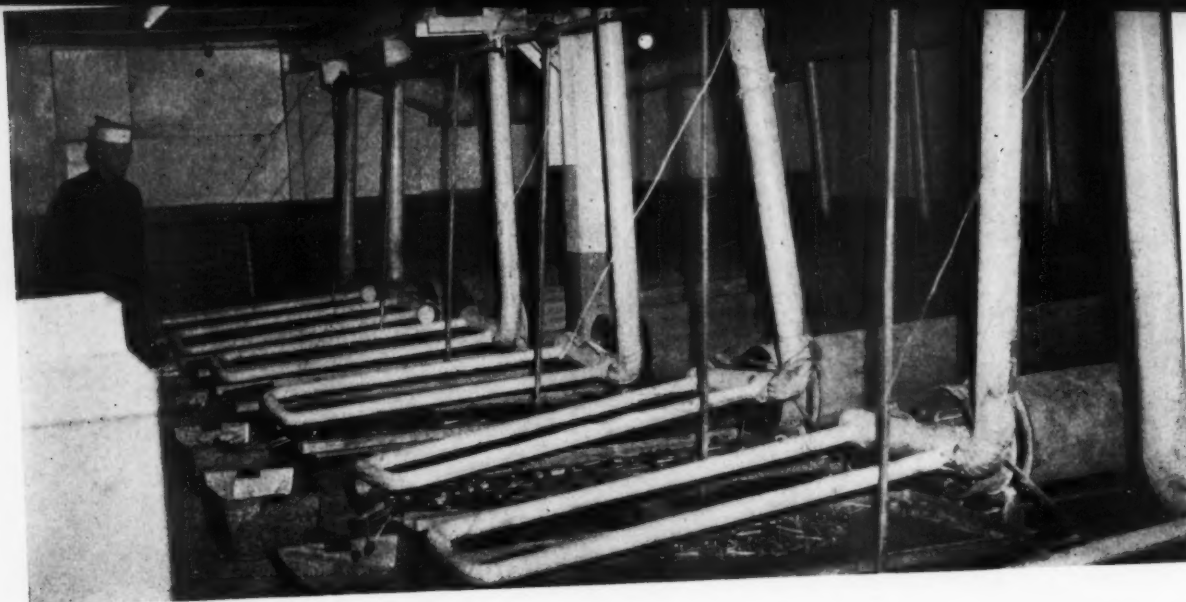
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# "Metal Doctor"

## Saves Money for Akron Candy Company

By A. F. DAVIS

*The Lincoln Electric Company*

**O**FFICIALS at the Akron Candy Company, Bellevue, Ohio, have bestowed the "degree" of "M. D." (Metal Doctor) on their electric arc welder which is a basic part of their plant equipment. This honor was bestowed upon the welding equipment during a recent inspection of the welding applications in the candy plant, arranged by The Lincoln Electric Company, producers of arc welding equipment.

The Akron Candy Company is a moderate-sized plant as candy plants go. In their program of plant maintenance is the problem of saving money by cutting expenses wherever possible. One big cause of profit-reduction present in all candy plants is the loss caused by broken and worn machinery.

This problem has been met and solved at the Akron Candy Company's plant by using arc welding equipment to fix up anything made of all or part-metal construction. According to officials of the company, the operation of the business would be seriously retarded without the benefits of their welding equipment.

By welding, broken or worn parts can be repaired. Fabrication of new parts and essential shop articles, and the repair of countless items that are practically

impossible to purchase under today's war restrictions are made possible through the use of arc welding.

Among the many interesting welding applications in the plant, was the fabrication of work tables where 90-pound batches of candy are kneaded and mixed, (see fig. 1 next page) preparatory to processing into the finished candy products.

The tables are of special construction, with a water-circulating arrangement inside the hollow structure to cool the batches as they are being worked by the operators.

The tables are 4½ feet in width by 8 feet in length, and are constructed of 3/16-inch plate. Metal strips, 2½ inches in width separate the top and bottom plates. The corner joints are tightly sealed by laying a dense, continuous bead of mild steel electrode metal along the seams to provide a tight, leak-proof structure.

A close-up view, showing the supporting frames for the table tops, is given in Figure 2, and shows the simple design. All however, have the inherent advantages of light weight, rigidity and economical con-





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The August, 1939, issue of *THE MANUFACTURING CONFECTIONER* carried an article on "Arc Welding in The Confectionery Plant" which said:

"Maintenance in many industrial plants has changed from a period of replacing broken or worn equipment to repairing departments functioning within the plant. This repairing and new fabrication of equipment is made possible by electric arc welding.

"The D. L. Clark Company, Pittsburgh, adopted arc welding for maintenance work recently. They have used electric arc welding for the repair of conveyor systems, piping work, machine parts, steel plates for flooring, etc. The big advantage gained is that much of the repair work is done without dismantling the machine and much production time is saved."

struction that is made possible by the shielded arc welding process.

### Tables are Solidly-Made

The tables are built to a convenient working height, with the framework made of one and 1/4-inch angles, fillet and butt welded, with angle braces at the ends and sides to furnish a strong, non-vibrating structure.

Further proof of the usefulness of the electric arc is shown in Figure 3, which illustrates one of several machines of all-welded design. These units help form the batches into a long roll by means of a rotating canvas tray prior to cutting and molding operations. The machine was designed in the shop and was made with a minimum of time and materials by use of the electric arcwelding process.

By fabricating the machine from light-gauge metal shapes, angles and flat stock, a minimum of space is required and the units were constructed to fit exact requirements at a substantial savings in cost.

An air-circulating device and cover for the machine presented no difficulties for the welding operator.

Conveyor fixtures which carry the finished candy pieces to the wrapping department are shown in the photograph at the top of the left hand page. Again welding figured prominently in the design of the equipment, permitting a durable, efficient system to be assembled in a minimum of floor space.

### Foundation Fused Into Shape

The entire foundation, or supporting structure, was fused into desirable shapes and sizes of framework by cutting angles and flat stock to required lengths and welding the parts with mild steel electrode.

Parts of the tubular conveyors, shown, as well as the adjacent vibrating trays are produced by the welding process. The piping, shown above the trays, is part of the air-conditioning system.

The power-operated shaft, with eccentric connections to the undercarriages of the trays, produces the tray-vibrating effect.

Instead of purchasing ready-made skid platforms for hauling boxed products and other material, a very simple construction principle was reverted to, as shown in Figure 4. Two lengths of angle iron, 1/4 inch in thickness, were cut into 4 1/2-foot pieces, and legs were welded to each end as shown. The legs are 4 by 9 by 1 1/2-inch channels with an 1/8-inch thick strap section welded across the bottom to present a smooth surface against

the floor. The two welded assemblies were then bolted through the board flooring.

Cost of an entire welded skid was about four dollars as compared to a purchased skid priced at approximately six dollars. As a large number of these skids are used throughout the plant, the savings are obvious.

One of these spot-welded skids is shown on the shipping dolly in Figure 5. Incidentally, the dolly also has an interesting welded feature. It was too long to properly accommodate the special skids, so a section was flame cut out of the center portion of the unit, the cut ends were V'd, butted together, and the two sections welded all around. Excess weld metal was ground off to present a smooth seam.

The entire job required only about an hour, signifying the speed at which such welding jobs can be completed.

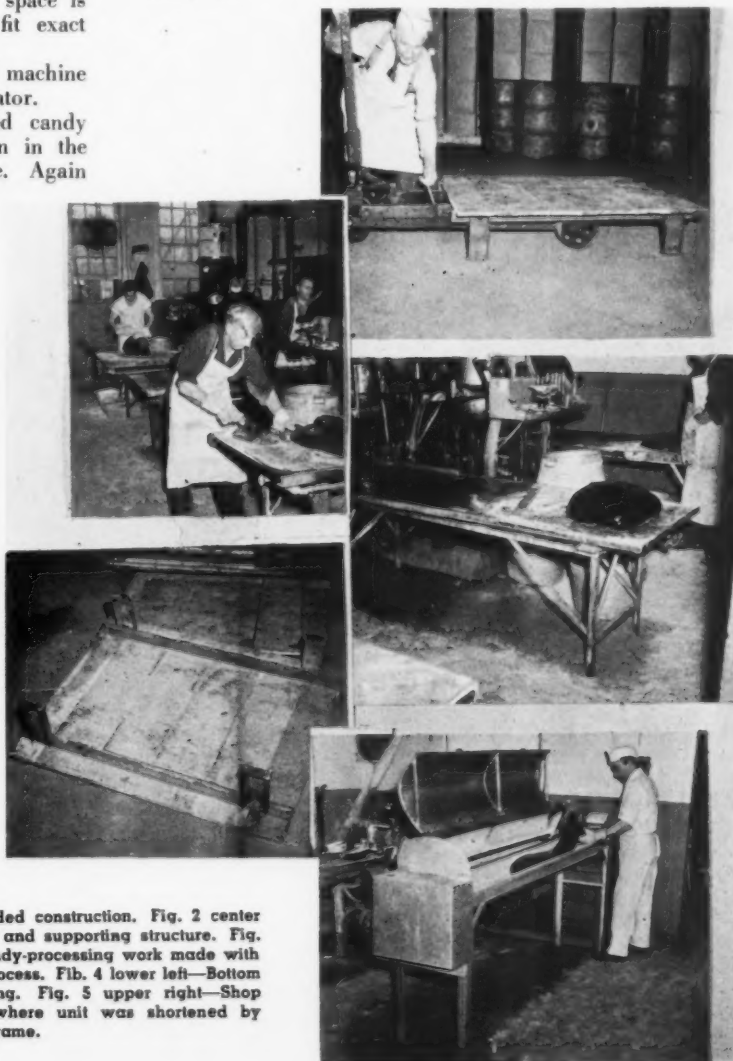


Fig. 1 top left—View of batch-working tables of welded construction. Fig. 2 center right—Detail of batch-working table with welded top and supporting structure. Fig. 3 right bottom—Shop-designed machine for special candy-processing work made with a minimum of time and materials by the electric arc process. Fig. 4 lower left—Bottom view of welded skid platform for materials handling. Fig. 5 upper right—Shop worker points out welded joint of shipping dolly where unit was shortened by cutting and welding main frame.



# A Survey of AMERICAN AND EUROPEAN PEPPERMINT OILS

By DR. ERNEST GUENTHER

Chief Research Chemist,  
Fritzsche Brothers, Inc.

## PART VIII (Conclusion)

English, or as it is usually called, Mitcham peppermint oil, still enjoys the reputation of being the finest of all commercial oils. Next to the Japanese mint industry, which is in a class of its own, the English peppermint industry antedates that of other European countries—also that of North America. Lately, however, English peppermint oil production has declined considerably in volume because of low priced competition on the part of the American, Russian, Bulgarian and other peppermint oils, not to speak of the Japanese dementholized product.

There exist two types of English peppermint, viz., the black mint and the white mint.

Black mint (*Mentha piperita vulgaris*, or *Mentha piperita nigra* L., var. *Mitcham*, or *Mentha piperita* Huds. var. *officinalis* Sole forma *rubescens* Camus<sup>1</sup>) is, according to Schürhoff<sup>2</sup>, a triple hybrid between *Mentha sylvestris* L. X *Mentha rotundifolia* L. and *Mentha aquatica* L. The stems have a purple color. It is a hardy, well yielding plant. All the so-called Mitcham type peppermint oils, produced in other parts of Europe, for instance, the Italo-Mitcham of the Franco-Mitcham oils, are distilled from black English or Mitcham mint, the roots of which were originally introduced from Mitcham. The peppermint grown, at present, in the United States is also a descendant of English black mint and now acclimatized to our country.

The white mint, or white Mitcham mint, (*Mentha piperita officinalis*, or *Mentha piperita* Huds. var. *officinalis* Sole forma *pollescens* Camus) is a smaller plant, yields less and is more sensitive to inclement weather, climate, insects and diseases. The stems have a lighter green color. Formerly, white mint was very popular because it yields an extremely fine quality

of oil, but lately the plant is disappearing more and more, being replaced by black mint.

### Growing and Harvesting

The center of the English peppermint industry is Mitcham (Surrey). The methods of planting and cultivating resemble those employed in our Middle West. A planting lasts from four to five years but the best yield is obtained in the second year. Depending upon the weather, the harvest takes place in the third week of August. According to Strausz<sup>3</sup>, it is advisable to cut peppermint, not at the beginning of the blooming state, but, after full bloom is reached.

This not only assures an optimum of oil yield, but also a content of menthone not exceeding 15 per cent. As pointed out elsewhere, menthone possesses a bitter taste which is undesirable; peppermint oils of high quality, therefore, should not contain too much menthone. As the plant reaches full bloom, the originally present menthone is converted into menthol, the process being activated by the influence of sunlight. As a matter of fact, because of the rainy and cloudy weather prevailing in the summer of 1930, European peppermint oils showed an average menthone content as high as 20 to 25 per cent.

The cut plant material is left in the fields to dry only slightly, ("clover dryness"). It has been said that the fine and delicate odor of the Mitcham oils may partly be the result of drying the plants for only a short time in the sun.

### Distillation

Some of the stills employed today in Mitcham are of modern type, steam being generated in a separate steam boiler, but quite a number of old-fashioned, direct fire stills are still in operation today. In fact, it

is claimed that direct fire stills with their very low steam pressure yield a better oil—a type possessing only a low resin content and a sweeter flavor.

Undoubtedly, the method of distillation, as practiced in Mitcham, is not without influence upon the quality of the oil. The stills hold from 1/2 to 1-1/2 tons of herb material. Because of the low steam pressure, distillation of one charge lasts about five hours but the bulk of the oil distills over after two hours. It is interesting, in this connection, to note that the American producers distill only 45 minutes because their plant material has been quite thoroughly dried in the sun. Distillation of fresh or only partly dried plants requires much longer hours.

An acre of mint gives about 4 to 6 tons of herb material, 1 ton of herb 2-1/2 to 6 pounds of oil. The yield of oil per acre varies between 10 and 30 pounds. Henderson<sup>4</sup> pointed out that plants growing on sunny places yield more oil than those which have been shaded.

### Physico-Chemical Constants

According to Gildemeister and Hoffmann<sup>5</sup>, the constants of Mitcham peppermint oils varied between the following limits:

Specific Gravity at 15°C: 0.901 to 0.912

Optical Rotation: -21° to -33°

Refractive Index at 20°C: 1.460 to 1.463

Acid Number: Up to 1.6

Ester Menthol: 3 to 21% (3 to 8% in oils distilled from white mint and 13 to 21% in oils distilled from black mint.)

Total Menthol Content: 48.5 to 68%

Menthone Content: 9 to 12% (Determined only in a few cases.)

Solubility: Soluble in 2 to 3.5 volumes and more of 70% alcohol; dilute solutions are in some cases more or less opalescent to turbid.

According to Parry and Ferguson<sup>6</sup>, the constants of genuine English peppermint oils, distilled from









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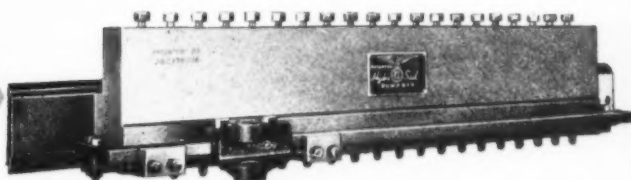
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1927 to 1935, from the same plantings and from the same plants, or their descendants, varied between the following limits:

Specific Gravity: 0.9035 to 0.9094  
Optical Rotation:  $-22^{\circ}50'$  to  $-29^{\circ}10'$   
Refractive Index: 1.4606 to 1.4643  
Ester Content Calculated as Menthyl Acetate: 2.6 to 6.2%  
Total Menthol Content: 42.4 to 64.1%  
Menthone Content: 29.2 to 42.1%

The difference between these figures and those of oils distilled in former years, especially in regard to menthol and menthone content, is quite striking. An explanation would seem that rainy weather prevailed during the growing seasons, or that the plants were cut much too early.

In a later publication, Parry and Ferguson<sup>7</sup> report that the total content of menthol plus menthone in English peppermint oil has remained quite constant during the last few years. It varied between 80.7% and 82.5%. As the content of menthone increases, that of menthol decreases.

#### Chemical Composition

English peppermint oil has not been investigated as thoroughly as the American or Japanese oils and there is no doubt that further work

on English oils would reveal the presence of a number of constituents which have already been identified in the other oils. So far, the following compounds have been found in English peppermint oil:

a mixture of pinene Flückiger and and phellandrene Power<sup>8</sup> isolated two laevo-rotating terpenes, m. p. 165 to 170°C.

a mixture of phellandrene and limonene Found by the same authors in the fraction, b. p. 173 to 176°C.

probably cadinene This dextro-rotating sesquiterpene was isolated from the oil by Flückiger and Power<sup>9</sup> in the fraction, b. p. 255 to 260°C.

phellandrene Identified by Umney<sup>10</sup> by the nitrite reaction of this terpene.

menthol, free and as acetate Umney also found that the and isovalerate acids which are esterified

with menthol are the same as those occurring in the American oil.

Genuine Mitcham oils are known by their sweet odor and strong, somewhat spicy flavor which is caused by a high content of total and free menthol, and usually by a low content of menthone and resins.

Aside from the Mitcham district, certain regions of Norfolk and Suffolk, too, produce a few thousand pounds of peppermint oil. However, the climatic conditions of Norfolk and Suffolk are somewhat different from those of Mitcham, and, therefore, these oils, although distilled from Mitcham plants, do not possess the same fine character as genuine Mitcham oils. Nevertheless, the odor and flavor of the Norfolk and Suffolk oils are excellent, sweet, strong, lasting and can be compared with the finest American products.

#### French Peppermint Oil

**Y**EARS ago, when the essential oil industry of Grasse (A. M.) passed through its period of greatest expansion and prosperity, France produced quite substantial quantities of peppermint oil which were absorbed by the domestic market. The decline of Grasse as the world's essential oil center, which was caused by many factors, also brought about a sharp reduction in the growing of

peppermint. Before the present war, France produced only about 3,000 pounds of peppermint oil.

The growing regions are located in the section between Cannes, Mandelieu, Pegomas, Auribeau, Grasse and Villeneuve-Loubet. Pegomas with its rich alluvial soil being the center. Plantings exist also near Castellane and Barrême in the Dept. Basses-Alpes and here and there in the Dept. of Vaucluse. Details may be found in a publication by Rodié and Louveau<sup>11</sup>. According to Niquet<sup>12</sup> the region of Annot (Dept. B.-A.) produced in 1935 about 240,000 pounds of fresh peppermint plants which were distilled on the spot. Assuming an oil yield of 0.2 to 0.57%, as usually obtained in France from fresh mint herb, this would mean about 480 to 1,370 pounds of oil.

The plant variety grown at present in Southern France was introduced from Mitcham; it is the English black mint, *Mentha piperita* var. *officinalis* forma *rubescens* Camus, which is better yielding than the Mitcham white mint. The Grasse region possesses a large number of distilleries equipped for the processing of all kinds of aromatic plants; therefore, the distilling of peppermint offers no difficulties. The mint grown in the depts. of Basses-Alpes and Vaucluse is processed in some of the lavender distilleries with which those regions abound.

Young rootstocks are planted from January to March; the harvest takes place in August. It is customary to renew the plantings annually.

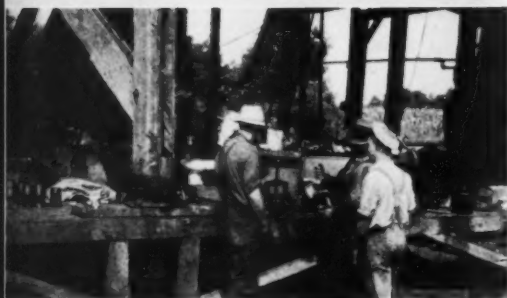
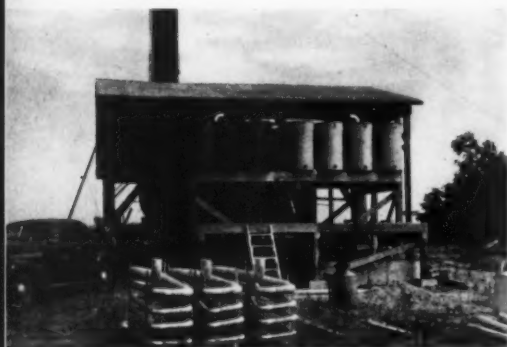
The French producers prefer to distill the fresh plant material without drying, claiming that they obtain thereby an oil of superior aroma and fresher "bouquet". According to Ripert<sup>13</sup> some distillers employ indirect steam with cohobation of the distillation waters; they believe that this process yields 10 to 20% more oil and that such oils contain 5 to 10% more menthol than those distilled with direct steam.

According to Gildemeister and Hoffman<sup>14</sup>, the constants of French peppermint oils vary between the following limits:

Specific Gravity at 15°C: 0.910 to 0.927  
Optical Rotation:  $-5^{\circ}$  to  $-35^{\circ}$   
Refractive Index at 20°C: 1.462 to 1.471  
Content of Ester Menthol: 4 to 21%  
Content of Total Menthol: 45 to 70%  
Content of Menthone: 17.4% (one determination only)

Solubility: Some oils are soluble in 3.5% of 70% alcohol; Soluble usually in 1 to

(Please turn to page 26)



Three photos showing different views of peppermint oil distilleries being made ready for the distillation process.



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1.5 volumes of 80% alcohol, opalescent to turbid with the addition of more alcohol.

These so-called "Franco-Mitcham" oils possess a fine and sweet aroma, quite strong and somewhat spicy.

The chemistry of French peppermint oils was investigated in the laboratories of Roure-Bertrand Fils<sup>15</sup>. The presence of the following compounds has been established:

*isovaleric aldehyde* Identified as  $\text{NH}_3$  compound, m. p. 56 to 58°C.

*isoamyl alcohol* B. p. 132°C; oxidation to isovaleric aldehyde. It is not yet known whether this alcohol occurs in the oil in its free or esterified state.

*1- $\alpha$ -pinene* B. p. around 155°C; m. p. of the nitroschloride 102 to 103°C.

*$\Delta^1$ -p-menthene* Presence not definitely established.

*cineol*

*l-menthol*

*d-menthone*

*esters of*

*acetic acid*

*and*

*valeric acid*

Were found in French Peppermint oil also

by Roure-Bertrand Fils<sup>16</sup>.

#### Peppermint Oils of Other Origin

PEPPERMINT oil is produced also in other European countries, for instance, in Roumania, Hungary, Germany, Austria, Holland and Sweden, but the quantities are insignificant and the oils play no role on the world market. We may, therefore, discuss them only briefly.

Around 1926, the Leo-Werke, Dresden, (Germany) instigated the growing of peppermint on the rich, black soil around Kronstadt in Siebenbuerger (Roumania). The venture was successful because of the favorable climate, the high underground water level and the nitrogenous soil of those regions. The mint grows luxuriously, one hectare yielding about 55 pounds of oil. It possesses a fine and strong aroma, somewhat spicy, equalling the best American brands. According to Strausz<sup>17</sup>, the crude oil contains from 55 to 62% total menthol and 7 to 12% of ester menthol.

Despite unfavorable weather conditions about 7,700 pounds of oil were produced in Roumania during 1938. The oil, however, did not reach the world market as it was

absorbed by the above mentioned Leo-Werke in Dresden, the sponsors of this venture. According to Kopp<sup>18</sup>, the yield of oil from fresh herb in Roumania varies between 0.20 to 0.24%.

The constants of Roumanian peppermint oils vary between the following limits:

Specific Gravity at 15°C: 0.9042 to 0.9113

Optical Rotation: -21°10' to -27°9'

Refractive Index: 1.4602 to 1.4618

Content of Total Menthol: 50 to 65.8%

Content of Free Menthol: 46.7 to 50.3%

Content of Ester Menthol: 3.3 to 12.5%

Content of Menthone: 7.9 to 10.1% (Lab. Distilled Oils Only)

Solubility: Soluble in 2.7 to 3.0 volumes of 70% Alcohol.

Some years ago, the writer<sup>19</sup> made a study of peppermint production in Hungary and found that most of the mint grown in that country was sold as dried drug. Only a small quantity of the production in the districts of Nyiregyháza, Kalocsa and in the Valley of the Zala, was converted into oil.

The first harvest takes place in July; if the weather permits, there is a second harvest in September and occasionally even a third one at the end of October and the beginning of November. The first cutting gives the highest yields of plants and oil; successive cuttings yield less oil, but these oils are higher in menthol content.

The plants are dried in the swath for about 24 hours until they lose about two-thirds of their moisture content. Depending upon the state of dryness distillation of the plant material lasts from one to two hours. Calculated on the dried herb, the yield of oil ranges from 0.8 to 1.65 per cent and averages from 1 to 1.2 per cent. One acre produces at least 15 pounds of oil, normally 22 to 31.5 pounds.

The constants of Hungarian peppermint oils, according to the writer's findings, range between the following limits:

Specific Gravity at 15°C: 0.9014 to 0.9063

Optical Rotation: -14.41° to -27.52°

Refractive Index at 20°C: 1.4610 to 1.4769

Content of Ester Menthol: 5.07 to 12.8%

Content of Total Menthol: 48 to 71.37%

Content of Menthone: 7.4 to 14.11%

The Hungarian oil is of very fine quality, reminding of the Mitcham type, as the plants cultivated in Hungary are of the black Mitcham variety. In 1938, Hungary produced almost 6,000 pounds of oil, most of which was exported to Germany.

The production of peppermint oil in Germany, like that in Holland,

Scandinavia, Poland and Yugoslavia is insignificant. Suffice it to mention that Messrs. Schimmel and Co.<sup>21</sup> reported yields of oil from fresh herb as varying between 0.14 to 0.15 per cent, and from dried mint as about 0.26 per cent.

According to Strausz<sup>22</sup>, the total production of peppermint oil in the various countries during 1938 was distributed as follows:

Japan	2,200,000 lbs.
U. S. A.	732,000 "
Soviet Russia	330,000 "
Bulgaria	143,500 "
Italy	77,000 "
China	10,100 "
Hungary	8,800 "
Roumania	7,700 "
England	5,000 "
France	4,400 "
All Other Countries	10,000 "
	3,528,500 lbs.

Strausz<sup>23</sup> pointed out that several countries in Europe, despite somewhat unfavorable weather conditions, can grow peppermint and obtain a high yield as well as a fine quality of oil, provided the soil is rich and loose, the underground water level sufficiently high and fertilizers (potassium and phosphates) applied.

In order to compete, under normal prewar conditions, with the American oils at a cost of about \$1.70 per pound, one hectare of land must yield at least 20,000 kilos of fresh peppermint herb. Furthermore, the wages must be low, the distillation equipment modern and sufficiently large. The climate of France, England and Germany is not favorable enough to permit such high yields per hectare, even though the soil might be excellent.

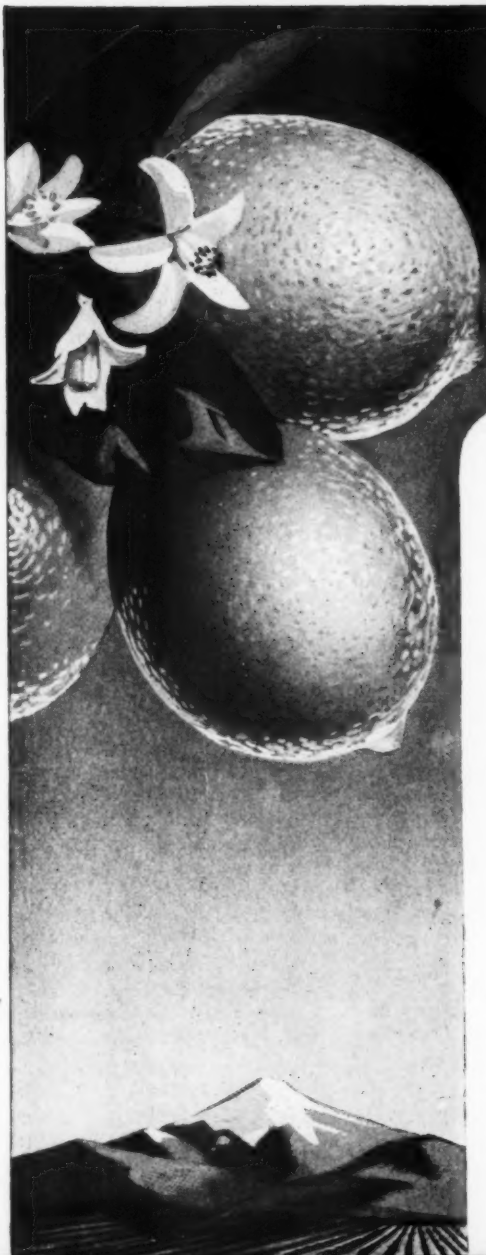
To this we should add that a price of \$1.70 per pound for American peppermint oil represents a very low level which is, at present, only a fraction of the actual cost of production.

#### Acknowledgements

The author wished to express his grateful appreciation to Dr. R. C. Baines, Department of Botany, and to Messrs. L. J. Swift, Department of Agricultural Chemistry, and N. K. Ellis, Department of Horticulture, all of the Agricultural Experiment Station, Purdue University, Lafayette, Indiana and to Mr. A. F. Sievers, Senior Biochemist, Bureau of Plant Industry Station, Agricultural Research Administration, U. S. Department

(Please turn to page 32)





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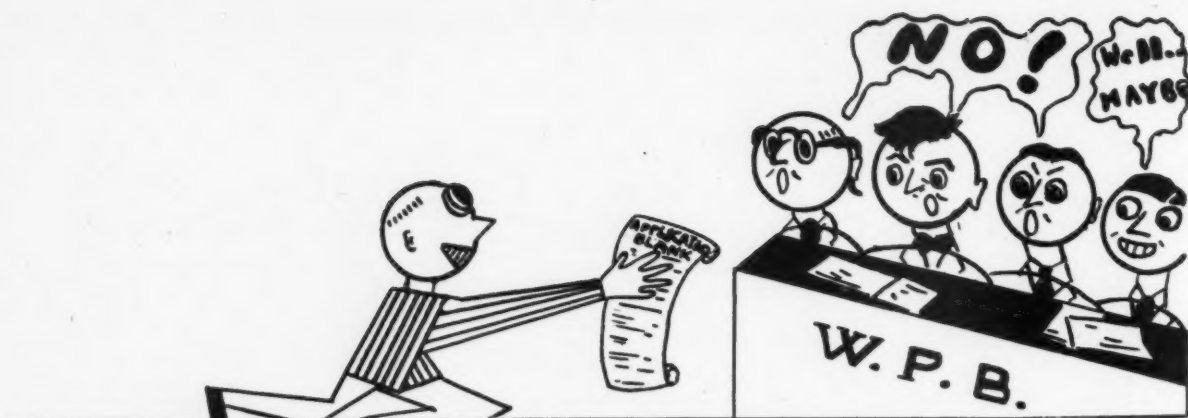
76 Ninth Avenue, New York, N. Y.

*Distributors for:* **CALIFORNIA FRUIT GROWERS EXCHANGE  
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*Producing Plant:* Exchange Lemon Products Co., Corona, California

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# "IF IT'S MACHINERY YOU WANT...!"

The candy manufacturer needing equipment must comply with the regulations of the War Production Board. The manner in which the presentation of the request for equipment is made is vital.

The WPB has found it necessary to operate according to certain forms. It is imperative that these forms be completely filled out. Specific answers must be given to all questions. If the answers are not consistent, delay will occur. It is well to omit any reference to a "covering" letter as these letters have a habit of getting lost or misplaced. The forms should include all of the necessary details. The WPB is aware that every request for machinery is essential to you but its duty is to determine the essentiality of your request from the broader, national viewpoint. It is, therefore, up to you to prove your need for equipment.

You know under what priorities you can operate. Form WPB-617 is used for machinery to be installed as part of a project under Order L-41, covering new construction. Form WPB-541 is used for all other types of equipment or machinery.

Priorities are no longer required to purchase used candy plant equipment. This is stated indirectly in Order L-292 under the definition of "Food Processing Machinery," it being stated that this means new machinery or equipment. But, as a result

of this order, we can foresee that the used machinery market will become tighter as time goes on.

Capital equipment for the replacement of worn-out machinery may be bought under the same procedure as is used to obtain maintenance, repair, and operating supplies if the cost of the replacement does not exceed \$500. But the replacement machinery must be of a similar type and having no greater productive capacity than the machine which is to be replaced.

Confectionery machinery is under rigid control. But sales may be made from warehouse stocks (if available) even if its manufacture is prohibited. Confectionery machinery cannot be

manufactured except as permitted by WPB schedules applicable to food machinery.

Applications for new machinery or equipment amounting to less than \$25,000 are handled through the local War Production Board. An approved order is essential and a rating of AA-5 or higher is a prerequisite.

At the present time, packaging or labeling machinery can get approved orders under the "replacement clause." Expansion of production facilities is insufficient reason for securing this type of equipment.

In this connection, it is well to mention that equipment or machinery will be ruled out if wanted for either cost reduction or business expansion.

The War Production Board presumably will issue schedules fixing quotas on the production of certain types of machinery in the future.

Controlled materials (most metals such as special steels and copper) affect the machinery manufacturers and through them, your chances of getting machinery.

When contacting the WPB, have your cards on the table, arranged in sequence and face up. If you have an army contract, your requests will be given most careful consideration. The WPB has a job to do and is trying its best to help you secure new equipment without detracting in any way from the war effort. After all, the war effort comes first.

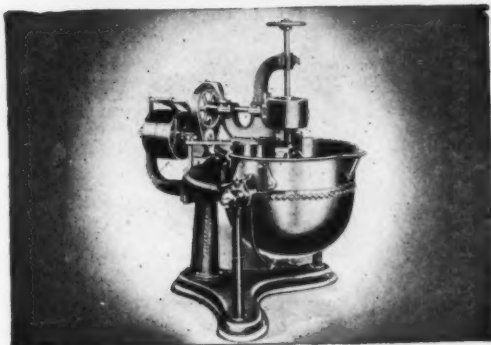
(2) "Food processing machinery" means new machinery and equipment, of the kinds specified in Schedule A with a retail sales value of \$50 or more for each machine or piece of equipment, excluding (i) refrigerating machinery and equipment as defined in Limitation Order L-38, . . . (iii) scales and balances as defined in limitation Order L-190, (iv) conveying machinery as defined in Limitation Order L-193, (v) machinery and equipment used for packaging, filling or labelling containers, except as otherwise indicated in Schedule A . . .

(3) "Manufacturers" means any person engaged in the making or assembling of food processing machinery; and includes his subsidiaries and affiliates in the same business."



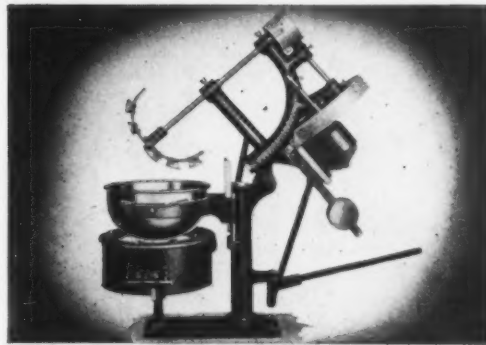
# "Fighting Food" for Fighting Men

## Produced by SAVAGE Machines

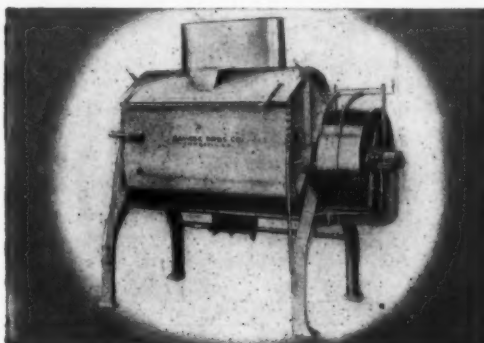
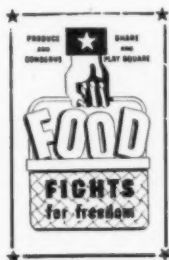


**TILTING MIXER.** Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.

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tablished to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. Mr. Robert E. Savage will be in attendance at the N.C.A. War-Time Conference in New York, June 6, 7 & 8. He will be glad to talk over your machinery problems with you during the Conference.

"We can't sell you any new machines now, unless you secure priority rating in accordance with General Limitations Order L-292, and we can secure allocation for needed materials."

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# Several Reasons Why SLAB DRESSINGS ARE IMPORTANT

By DR. ERICH MEYER

L. Sonneborn & Sons

A survey conducted by *The Manufacturing Confectioner* was tabulated and published in the April issue with comment by Mr. W. H. Childs, Technical Editor. The following article by Dr. Meyer throws further light on a little-known raw material.

By contrast with most manufacturers in other fields, the manufacturer of confectionery utilizes a great number of different raw materials from various sources. Therefore, to insure finished products of uniformly high quality, most candy manufacturers have set up definite specifications covering most of the raw materials they use. But, sometimes, certain raw materials of varying or unsuitable quality, particularly if they are not used in large amounts, "slip by" and are often responsible for the permanent or temporary inability of the manufacturer to maintain his high standards of quality or are to blame for a drop in the production schedule.

Slab dressings often fall into this group of "orphan" materials. While only relatively small quantities of them are consumed per year, the effects of unsuitable or inferior slab dressings on the quality of the confectionery and the output of the plant are often significant.

## Legal Status

The function of a slab dressing or slab oil is to allow the confectionery to be readily removed after it has been poured or dropped on slabs for cooling and hardening. As far back as 25 years ago, candy manufacturers already prepared a slab oil of mineral over one of vegetable origin and the U. S. Department of Agriculture, Bureau of Chemistry, which at that time had jurisdiction over foods and drugs, realizing the advantages of a mineral oil for slab dressing purposes, specifically approved the use of a "high grade harmless mineral oil" for this purpose, in accordance with Service and Regulatory Announcement 22, Item 265, dated April 18th, 1918.

This ruling has never been changed, in fact there is definite evidence that

the Administration has not changed its position on the subject, as shown by a letter of the Federal Food and Drug Administration, published in the *Oil, Paint & Drug Reporter*, March 4, 1940, upholding the regulation.

Vegetable oils, while functionally satisfactory, lack odor stability. They have the tendency to become rancid, particularly in warm weather and thus there is a definite danger of the rancid odor being absorbed by the confectionery with which the vegetable oil comes in contact.

## Problem of Rancidity

On the other hand, tasteless and odorless mineral oils guard against contamination of the confectionery by foreign taste or odor because they do not become rancid and if properly refined, they will remain odorless and tasteless over a long period of time.

Even though they have been using mineral oils, some candy manufacturers found their products not to be entirely free from what is generally termed "kerosene odor." The main reason for sad experiences of this kind is an unfortunate misunderstanding of the nomenclature of these oils. The confectionery industry usually calls them "mineral oils," whereas in the oil industry a "mineral oil" is usually understood to be a light-colored oil having a distinct odor and taste. Yet a number of oil companies can furnish an oil that will satisfy the most stringent requirements of an inspection laboratory. But such an oil is referred to as "white mineral oil" and should be free from color, odor and taste.

In order to detect unsuitable oils, a special test, the so-called acid test, has been found very helpful. This test, established by the U. S. Pharmacopeia, is able to show the true degree to which a white mineral oil

has been refined. Five cubic centimeters of the oil are heated with five cubic centimeters of 94.5 to 94.9% sulfuric acid in a water bath for 10 minutes and the mixture well shaken at intervals of 30 seconds. In the case of a partially refined oil, the acid will turn dark yellow, brown, or even black but in a true white mineral oil, the color will change only slightly if at all. The fact that a white mineral oil possesses a U.S.P. acid test will assure the candy manufacturer that it is absolutely pure and will not gum or turn rancid.

Most candy manufacturers have long recognized the great importance of using a slab oil of U.S.P. acid test though they are aware that white mineral oils of U.S.P. acid test are somewhat more expensive than semi-refined white mineral oils. By using an oil of non-U.S.P. acid test, the candy manufacturer is taking too great a chance because such oils—even if they are originally practically odorless—are found to develop a kerosene-like odor during warm weather or upon exposure to light. This is obviously an undesirable feature and one which is potentially dangerous.

## White Mineral Oil

White mineral oils are refined in many different viscosities and, therefore, it may be well to investigate which viscosity is best suited for use as slab oil. In general, it may be said that the oil should not be of too high viscosity because it should be the aim of the confectioner to cover the slab with only a thin film, thus imparting little or none of the oil to the candy itself. On the other hand, the viscosity of the slab oil should be high enough to provide a continuous film of sufficient thickness to prevent sticking of the candy to the slab.

It is a well known fact that the viscosity or body of an oil changes with



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temperature. In other words, an oil will become thinner when warmed and heavier when cooled. This should be an important consideration when selecting a slab oil. While obviously an oil of low viscosity can be more economically applied to the slab, it might well be that after the hot candy is dropped on the oil film, the oil will thin out to such an extent that it will no longer provide a separating film between the candy and the slab.

As a rule, white mineral oils refined from paraffin base crude will thin out less under heat than white mineral oil refined from other crudes and, therefore, it is good practice to specify a paraffin base crude mineral oil when purchasing slab oil. Then only can full advantage be derived from a low viscosity oil with its attendant greater economy in use, without endangering its proper function.

Another reason why paraffin base white mineral oils are preferable for use as slab oils is the fact that they possess higher resistance to evaporation—a property which is essential for satisfactory functioning of a slab oil.

The kind of slab on which the oil is used influences to a certain extent the viscosity of a slab oil to be selected. Candy plants are today using marble slabs, as well as slabs made from steel or sandstone and wooden tables too, are still in use. For a non-porous material, such as marble or steel, a paraffinic base white mineral oil having a Saybolt Viscosity at 100°F of 50/70 has been found fully satisfactory for all confectionery which has to be slabbed, including hard candy, caramels, and other chewy candies, candy bars, nougats, taffies and peanut candies.

#### Use on Porous Slabs

Porous slabs such as those made from sandstone or wood, require a slab oil of somewhat higher viscosity, at least in the beginning. After the slab has been in use for some time, and fully impregnated with the oil, it will then be satisfactory to use a slab oil of standard viscosity range, namely 50/70 at 100°F.

Some candy manufacturers do not use the tables themselves as slabs. They spread a sheet of manila paper over the entire length of the table by pulling it out from a roll attached to one end of the table. The candy is dropped or poured on the paper and the paper may then be cut in several places and sections of any size may be placed in drying racks thus saving space.

In these cases, it is often more sat-

isfactory to use a solid type slab dressing instead of a liquid. Again a mineral product is recommended due to its greater stability against odor and taste—specifically, a material referred to as petrolatum. Such petrolatum should be in conformance with all U.S.P. requirements, odorless, tasteless and should have a melting point of 115/125°F and a Saybolt Viscosity at 210°F of at least 60. It should be white in color so that it will not cause staining of the candy wrappings.

A slab dressing can also be satisfactorily used for protecting metal equipment in candy plants from rusting while not in use. Steel table tops, kettles, conveyors, mixers, racks, etc. are usually washed with hot lye solution and then, in order to prevent the metal surfaces from rusting, they may be brushed with a thin film of slab oil. The oil forms a protective coating against rust and thus prolongs the life of the equipment.

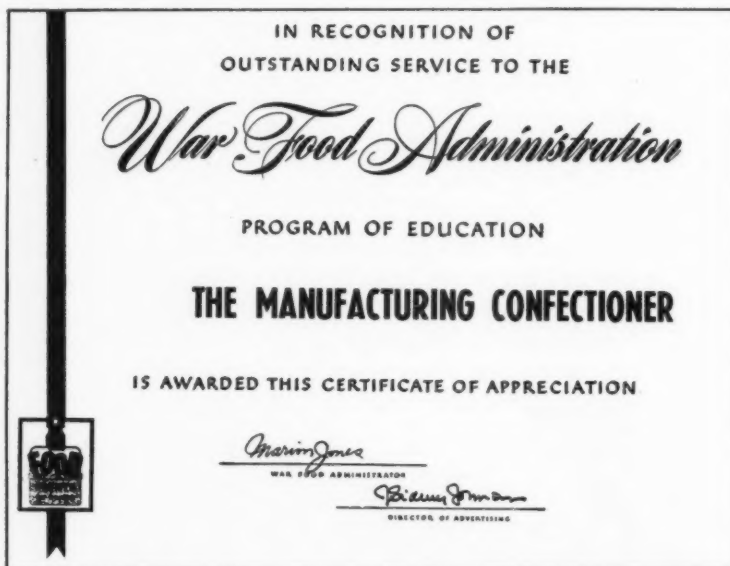
#### Peppermint Oil

(Continued from page 26)

of Agriculture, Beltsville, Maryland, for their very helpful cooperation and constructive suggestions, without which the present study of Peppermint Oils would be lacking those virtues of completeness and detailed ac-

curacy for which the author has painstakingly striven.

1. *Reports Roure-Bertrand Fils*, Oct. 1911, 3.
2. *Arch. d. Pharm.* 267 (1929), 515.
3. *IV Congrès Intern. d. Plantas Med. et d. Plantas à Essences. Paris.* 1931, p. 270.
4. *Chemist and Druggist* 79 (1911), 216.
5. *Die Ätherischen Öle*, 3d Ed., Vol. III, p. 844.
6. *Chemist and Druggist* 124 (1936), 37.
7. *Ibid.*, 125 (1936), 408.
8. *Pharm. Journ.* III, 11 (1880), 220—*Arch. d. Pharm.* 218 (1881), 222.
9. *Ibid.*
10. *Pharm. Journ.* 56 (1896), 123.—57 (1896), 103.
11. *Les Editions de la Revue des Marques*, Paris 1929 and 1931.
12. *Parf. Moderne* 30 (1936), 317.
13. *Parf. Rec.* 15 (1924), 181.—*Office Nat. des Matr. Premières Veg. pour la Drog. et Parf.*, Paris 1926, No. 22.—*Bull. Imp. Inst.* 24 (1926), 260.
14. *Die Ätherischen Öle*, 3d Ed., Vol. III, p. 847.
15. *Reports Roure-Bertrand Fils*, 1909, 40.
16. *Ibid.*, March 1900, 17.—*Bull. Soc. Chim.* III, 19 (1898), 117.
17. *Op. cit.*
18. *Pharm. Zentralh.* 71 (1930), 577.
19. E. Guenther "Hungarian Essential Oils", *Amer. Perf.*, April, 1938, pp. 36-37.
20. *Ibid.*
21. *Ber. Schimmel & Co.*, 1939, 66.
22. *Op. cit.*
23. *IV Congrès Inter. des Plantes Medic. et des Plantes à Essences. Paris* 1931, p. 270.



The above illustration shows the "Certificate of Appreciation" being awarded to members of the trade press for their cooperation in the "Food Fights for Freedom" campaign. THE MANUFACTURING CONFECTIONER takes great pride in the award and for the privilege of having played an important part in confectionery industry's portion of the campaign.





# GREETINGS *from* R & R!

Again we have the pleasure of welcoming you to New York as confectioners meet for the National Confectioners Association Conference at the Waldorf-Astoria, June 6 to 8.

We will be happy to extend to you the greetings of the "R & R Gang" in our suite at the Waldorf and to confer with you on your production problems.

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# Directory of Advertisers

This replaces the Directory of Exhibitors of the Confectionery Industries Exposition which for many years has appeared in the May issue of *The Manufacturing Confectioner*. For the second straight year, there will be no exposition. The companies below will be represented by the men listed and will be glad to renew their acquaintance with you at the convention.

## **AMBROSIA CHOCOLATE CO., 1109 N. Fifth St., Milwaukee, Wis.**

Products: chocolate products.

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## **AMERICAN MAIZE-PRODUCTS CO., 100 E. 42nd St., New York, N. Y.**

Products: corn syrup, corn syrup solids, dextrose, corn starches.

## **AMES IRON WORKS, Box 207, Oswego, N. Y.**

Products: automatic, self contained oil and gas fired steam generators, fire tube boilers, all sizes and types; and a complete line of automatic and throttling type steam engines.

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## **T. H. ANGERMEIER & CO., 245 Seventh Avenue, New York, N. Y.**

Products: Veg-A-Loid, colloidal and pectin products. Wilbur E. Angermeier, Herbert F. Angermeier.

## **ARMOUR & CO., Chicago, Ill.**

Products: egg albumen.

Representatives: F. A. Mulligan, New York; G. W. Eddington, C. D. Wilbur, Chicago.

## **THE AROMANILLA COMPANY, INC., 6 Varick St., New York 13, N. Y.**

Products: Aromanilla.

A. D. Cooper, pres.; Chicago rep. Edw. M. Sinclair, 219 E. No. Water St., Chicago, Ill.

## **WALTER BAKER & CO., INC., Dorchester, Mass.**

Products: chocolate liquor, cocoa powder, ice cream bar coating, vanilla coating, milk coating.

A. E. Fest, E. G. Derby, Herbert Thiele, R. G. Kenney, S. H. Stayton, H. W. Leonard, H. W. Thomas, R. W. Gries, W. H. Kansteiner, J. P. Gray, L. F. Pierce.

## **BAKER IMPORTING CO., 132 Front St., New York, N. Y.**

Products: 100% pure instantly soluble coffee.

## **BASIC INDUSTRIES, 919 N. Michigan Ave., Chicago, Ill.**

Products: Basic Hyfat.

R. M. Preston.

## **BLANKE-BAER EXTR. & PRES. CO., 3232 S. Kings-highway, St. Louis, Mo.**

Products: pineapple cubes (both natural and flavored), peach cubes, kumquats, purees, dipping raisins, dipping strawberries, dipping grapes, true and imitation flavoring extracts, certified colors.

Dr. Samuel H. Baer, pres.; Miller Winston, vice-pres.; A. H. Knese, L. T. Skidmore, W. H. Sullivan, C. R. Kloforn, W. L. Castle, O. B. Valentine, E. Lucast.

## **BURRELL BELTING CO., 413 S. Hermitage Ave., Chicago, Ill.**

Products: crack-less glazed enrober belting; double texture white glazed enrober belting; single texture white glazed enrober belting; areo-weight & thin-tex (paper thin) glazed enrober belting; endless feed cooling table belts; Burrell innerwoven conveyor belting; woven endless belts.

Earl F. Mayer, pres., Paul J. Buss, vice-pres., John M. Moyer, sec., Howard G. Aylesworth, William H. Jenks, C. B. Turner, B. E. C. Gillette, Norman Coryell.

## **CALIFORNIA FRUIT GROWERS EXCHANGE, 616 E. Grove St., Ontario, Calif.**

Products: citrus pectins, orange oil, lemon oil.

Representatives: M. L. Chapman, T. F. Baker, E. L. Rhoads, G. Gallagher, C. K. Lyle.

## **CARRIER CORPORATION, So. Geddes St., Syracuse 1, N. Y.**

Products: air conditioning, refrigeration and industrial heating equipment.

Dr. Willis H. Carrier, chair. of board; Cloud Wampler, pres. & gen. mgr.; E. T. Murphy, sr. vice-pres.

## **FRED S. CARVER CO., 345 Hudson St., New York, N. Y.**

Products: cocoa presses, cocoa butter presses.

## **CENTRAL SOYA CO., INC., Products Division, Fort Wayne, Ind.**

Products: soya food products, Centrol, Mel-K-Soy, Hi-Soy, Soya-Puffs.

## **CHOCOLATE SPRAYING CO., 2027 W. Grand Ave., Chicago, Ill.**

Products: chocolate decorator, spraying system for chocolate pan work, cream spreader for sugar wafers, chocolate storage tanks.

Leo Latini, Edmund Latini, John Sheffman, New York.

## **CLINTON CO., Clinton, Iowa.**

Products: corn syrup, confectioners' starches, dextrose (refined corn sugar), lactic acid.

R. E. Clizbe, vice pres., Geo. E. Corson, mgr. of bulk starch sales; H. A. Bendixen, mgr. of corn syrup & sugar sales; A. C. Junge, asst. mgr. of bulk starch sales.

## **COCOLINE PRODUCTS, INC., 40-20 22nd St., Long Island City, N. Y.**

Products: fine cocoa powders and chocolate coatings.

## **COMPAGNIE-DUVAL, 121-123 E. 24th St., New York, N. Y.**

Products: essential oils, aromatics, flavor materials.

## **D. C. COOPER COMPANY, 20 East 18th St., Chicago 16, Illinois.**

Products: chemicals and alkali cleaners.

D. C. Cooper, president.

## **CORN PRODUCTS SALES CO., 17 Battery Place, New York, N. Y.**

Products: corn syrup, dextrose sugar, starches.

## **CRESCENT MANUFACTURING CO., 657 Dearborn St., Seattle, Wash.**

Products: Mapleine, imitation maple flavor.

## **CURRIE MANUFACTURING CO., 1837 W. Grand Ave., Chicago, Ill.**

Products: automatic stacker for starch trays; steel starch trays; truck and dolly casters.

Don Currie, H. A. Currie.

## **DAWE'S VITAMELK LABORATORIES, INC., 1 North LaSalle Street, Chicago 2, Ill.**

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Harry L. Diamond, sales rep.

## **DODGE & OLCOTT CO., 180 Varick St., New York, N. Y.**

Products: D & O flavors.

## **DOMESTIC EGG PRODUCTS, INC., (a subsidiary of Doughnut Corp. of America), 393 Seventh Ave., New York 1, N. Y.**

(Please turn to page 36)





# Your scrap is worth its weight in gold on the battlefield!

Are you doing *everything* possible to help finish off Hitler and Tojo? Buying war bonds—yes! But just as important: Do not overlook that scrap metal which probably now lies somewhere about your premises! Hunt it out—NOW—and turn it in—sell it—every last ounce—to the scrap metal drive! It's useless to you—but worth its weight in gold, in the form of finished steel overseas!

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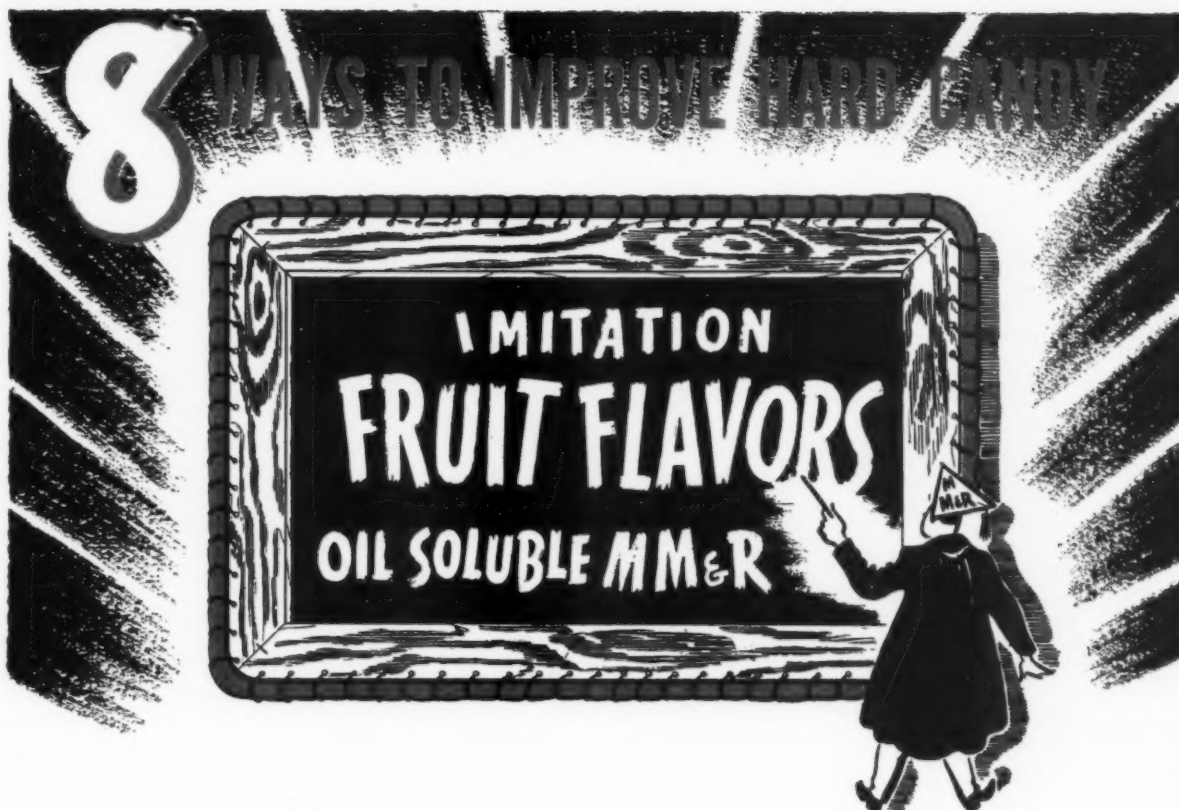
ATLANTA • BALTIMORE • BOSTON • BUFFALO • CINCINNATI • CLEVELAND • DALLAS • DETROIT • HOUSTON • INDIANAPOLIS  
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- Products: egg albumen; frozen white flake albumen, powdered or spray albumen, egg yolk; frozen or dried.  
E. S. Goldhill, pres.
- P. R. DREYER, INC., 119 W. 19th St., New York, N. Y.**  
Products: flavors, essential oils, and other flavoring materials.  
F. C. Theile, pres.; Charles Fischbeck, vice pres.; F. J. Beyer, vice pres.; Henry A. Wiedman, sec., Paul Schaupp, treas.
- E. I. DU PONT DE NEMOURS & CO., INC., Wilmington, Dela.**  
Products: cellophane.  
C. F. Brown, dir. of sales.
- B. W. DYER & CO., 120 Wall St., New York 5, N. Y.**  
Products: sugar and syrups.  
B. W. Dyer, Daniel L. Dyer, L. F. Daidone, W. H. Vanderveer, G. Rodney Foster, Frank Morrison, Milton L. Huber, Rudolf Beyer, A. D. S. Palmer.
- EPPELSHEIMER & CO., 34-44 Hubert St., New York, N. Y.**  
Products: molds for chocolate and ice cream.  
W. H. Warren, W. D. Warren, J. D. Warren, G. W. Clark, R. Russell Hall.
- FELTON CHEMICAL CO., INC., 599 Johnson Ave., Brooklyn, N. Y.**  
Products: flavors, essential oils, aromatic chemicals, natural derivatives, "Key Brand" orange and grapefruit oils.  
Dr. J. Felton, pres.; S. Felton, sec. & treas.; Louis Gampert, vice-pres. & gen. sales mgr.; M. Hartstein, Chicago sales mgr.; Robert E. Felton, West Coast mgr.; A. Lewis, Montreal.
- FIRST MACHINERY CORP., East 9th Street & East River Drive, New York, N. Y.**  
Products: equipment.  
F. R. Firstenberg, pres.; L. J. Shapiro, vice pres.; D. M. Gold, adv. & sales.
- FLORASYNTH LABORATORIES, INC., 1533 Olmstead Ave., New York 61, N. Y.**  
Products: complete line of flavors.
- FRITZSCHE BROTHERS, INC., 76 Ninth Ave., New York, N. Y.**  
Products: essential oils (natural and imitation), natural and imitation flavors and concentrates, certified food colors, miscellaneous flavoring compounds, specialties.
- ROBERT GAIR COMPANY, INC., 155 E. 44th St., New York, N. Y.**  
Products: paperboard, folding cartons, corrugated and solid fibre shipping cases.  
George E. Dyke, pres.; Norman F. Greenway, 1st vice pres.; T. Raymond Pierce, vice pres.; W. F. Howell, sec.; E. Meyer, treas.; E. O. Sommer, comp.
- GAYLORD CONTAINER CORPORATION, St. Louis, Mo.**  
Products: corrugated and fibre boxes, folding cartons, Kraft grocery bags and sacks, Kraft paper.
- GENERAL DRUG CO., 644 Pacific St., Brooklyn, N. Y.**  
Products: vanillin.
- J. W. GREER CO., 119 Windsor St., Cambridge, Mass.**  
Products: chocolate coating and cooling machinery, automatic feeders, bottomers, chocolate melting & tempering kettles, chocolate pumps, turntables and conveyors, biscuit & cracker machinery & ovens.  
J. W. Greer, pres.; Don S. Greer, treas.; Fred W. Greer, sec.; Stephen W. Smith, sales mgr.; B. E. C. Gillette, eastern & Canadian rep.; C. B. Turner, West Coast sales mgr.
- HENLE WAX PAPER MFG. CO., 1428 Longfellow Ave., New York, N. Y.**  
Products: waxed papers, plain and printed.
- HENNINGSEN BROTHERS, INC., 347 Madison Avenue, New York 17, N. Y.**  
Products: egg albumen.
- HINDE & DAUCH PAPER CO., Sandusky, Ohio.**  
Products: shipping containers, display boxes, etc.
- HOOTON CHOCOLATE CO., 353 N. 5th St., Newark, N. J.**  
Products: chocolate products.
- IDEAL WRAPPING MACHINE CO., Middletown, N. Y.**  
Products: wrapping machines.
- INDUSTRIAL GEAR MFG. CO., 4531 Van Buren St., Chicago 24, Ill.**  
Products: cut gears, sprockets, racks.  
A. M. Scharek, pres.; J. A. Sizer, vice pres.; T. T. Turdik, sec.
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Products: confectioners' supplies and equipment.  
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- KOHNSTAMM, H. & CO., INC., 87 Park Place, New York, N. Y.**  
Products: food colors, flavoring extracts.
- ROBERT KORTRIGHT COMPANY, 260 West Broadway, New York 13, N. Y.**  
Products: Bixo fully hydrogenated vegetable shortening, butter aroma concentrates, vanillin.
- JAMES B. LONG & CO., 818 N. Franklin St., Chicago, Ill.**  
Products: flavoring extracts, vegetable food colors, U. S. food colors.  
Lawrence Jorgensen, Dr. C. F. Meibes.
- GEORGE LUEDERS & CO., 427-429 Washington St., New York 13, N. Y.**  
Products: essential oils and concentrated flavors.
- LURIENT COFFEE CO., Division of Lenox, Inc., 214-218 State St., Boston, Mass.**  
Products: coffee extract and concentrate.  
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- LYNCH MANUFACTURING CORP., Defiance, O.**  
Products: "Wrap-O-Matic" wrapping machines.  
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- MAGNUS, MABEE & REYNARD, INC., 16 Debrosses St., New York, N. Y.**  
Products: essential oils, aromatic chemicals, basic perfumes, flavoring materials.  
Percy C. Magnus, pres.; J. B. Magnus, vice pres.; R. B. Magnus, vice pres.; T. B. Tribble, vice pres. Chicago; George H. McGlynn, treas.; W. F. Fischer, asst. treas. and sales mgr.; A. H. Downey, asst. treas. & tech. dir. vice pres., Chicago. Representatives in Leading Cities
- MERCKENS CHOCOLATE CO., INC., 7th & Jersey Strs., Buffalo, N. Y.**  
Products: chocolate coatings, liquors and cocoa powders.  
August Merckens, pres.; Wm. Merckens, vice pres.; Wm. M. Armstrong, treas.; Theodore Merckens, sec.; Gerdner E. Beach, Pacific Coast mgr.; Robt. E. Chumasero, Jr., New York City mgr.; R. E. Rice, Boston mgr.; C. L. Kingsley, Buffalo rep.; M. D. Handler of Handler & Merckens, Inc., Chicago rep.
- MONSANTO CHEMICAL CO., 1700 S. Second St., St. Louis, Mo.**  
Products: vanillin, ethyl vanillin, coumarin.  
Ray F. Caulk, St. Louis; V. E. Williams, New York.
- NATIONAL ADHESIVES DIVISION of NATIONAL STARCH PRODUCTS INC., 270 Madison Avenue, New York 16, N. Y.**  
Products: adhesives and starch products.
- NATIONAL EQUIPMENT CO., 153 Crosby St., New York, N. Y.**  
Products: confectionery and chocolate machinery.
- NATIONAL RIBBON CORP., 79 Madison Ave., New York, N. Y.**  
Products: ribbons. Harry Veeder, Alfred Veeder.





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May, 1944

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**NATIONAL STARCH PRODUCTS INC., 270 Madison Avenue, New York 16, N. Y.**

Products: confectioners' starches (molding and thin boiling); adhesives for wrapping and packaging, for domestic and export markets.

Frank Greenwall, pres.; C. A. Gage, vice pres. & sales mgr.; P. M. Liner, mgr. starch div.; J. F. Fitzgerald; J. C. Clay.

**NULOMOLINE CO., 120 Wall St., New York 5, N. Y.**

Products: Nulomoline—standardized invert sugars & syrups, Convertit—standardized invertase.

Branches in Boston; Chicago; Wilmington, N. C.; New Orleans, La.; Los Angeles & San Francisco, Calif.; Seattle, Wash.; Portland, Ore.; Portland, Me.; Nulomoline Ltd., Montreal.

**OAKITE PRODUCTS, INC., 36 Thames St., New York 6, N. Y.**

Products: cleaning, germicidal, de-scaling materials. Technical service representatives located in all principal cities of the U. S. and Canada.

**PACKAGE MACHINERY CO., Springfield, Mass.**

Products: packaging machines.

Roger L. Putnam, chrmn. of bd.; G. A. Mohlman, pres.; Tom Miller, vice-pres.; E. Lovell Smith, vice-pres.; T. A. Mohlman, J. R. Tindal, A. B. Hull, Harold Mosedale, E. G. Westervelt, T. L. Jefferson, F. M. Taylor, M. N. Allen, Clement Robillard, V. Pepitone.

**PENICK & FORD, LTD., INC., 420 Lexington Ave., New York, N. Y.**

Products: corn syrup, starch.

D. P. O'Connor, N. M. Kennedy, H. A. Horan, P. G. Wear.

**THE C. M. PITT & SONS CO., Key Highway & Boyle St., Baltimore, Md.**

Products: Maraschino cherries, glace cherries, glace pineapple, orange peel, lemon peel, citron, diced mixed fruits.

H. J. Thurber Co., Chicago; George F. Reid, Cleveland; W. B. Parker, New England; Phil Naas, East; William R. Cass, Southeast.

**POLAK & SCHWARZ, 667 Washington St., New York 14, N. Y.**

Products: true fruit extracts, fortified fruit extracts, imitation fruit and nut flavors, fortified vanilla concentrates, imitation vanilla flavors, basic fruit candy oils, imitation rum oils and flavors.

J. A. J. Wynmalen, pres.; C. G. Jackson, sales mgr.

**POLAK'S FRUTAL WORKS, INC., 36-14 35th St., Long Island City, N. Y.**

Products: fruit flavors, imitation flavors, other natural flavors, essential oils, terpeneless oils.

**RIEGEL PAPER CORPORATION, 342 Madison Ave., New York 17, N. Y.**

Products: plain, waxed, laminated, coated glassines, waxed sulphite, plain and printed.

Representatives: Detroit Wax Paper Co., River Rouge, Mich.; Dixie Wax Paper Co., Memphis, Tenn.; Waxed Paper Co., St. Louis and Kansas City, Mo.; Western Waxed Paper Co., Pacific Coast.

**Ross & Rowe, Inc., 75 Varick St., New York, N. Y.**

Products: lecithin products.

J. Edward Rowe, W. F. Schlesinger, J. E. Lynch, J. P. Booker, O. M. Stout, W. K. Hilty.

**SAVAGE BROS., 2638 Gladys Ave., Chicago, Ill.**

Products: confectionery machinery; steam jacket kettles; Bakers' and Confectioners' furnaces; rebuilt equipment.

R. J. Savage, Sr.; R. E. Savage, R. J. Savage, Jr.; M. J. Linden; W. P. Halpin, R. W. Emerson.

**SCHIMMEL & CO., INC., 601 West 26th St., New York 1, N. Y.**

Products: flavoring bases and specialties, essential oils, aromatic chemicals and perfume bases.

Representatives: J. H. Hille, 160 E. Illinois St., Chicago; Marvin P. Yates, 706 Chestnut St., St. Louis 1, Mo.; A. G. Spilker & Sons, 1709 W. 8 St., Los Angeles,

Calif.; A. G. Spilker & Sons, Mills Tower, San Francisco, Calif.; W. J. R. Alexander, 111 W. Fourth St., Cincinnati, Ohio.

**F. R. SCHMITT & SON, 31-49 12th St., Long Island City, N. Y.**

Products: filling, weighing, cartoning, labeling machines. Also electronic devices.

F. R. Schmitt, Capt. F. J. Schmitt (U. S. Army), J. A. Schmitt (U. S. Navy), D. Koblitz.

**SIMMONS DAIRY PRODUCTS, LTD., 13 W. Front Street, Cincinnati 2, Ohio.**

Products: powdered and condensed milk.

**SOLVAY SALES CORPORATION, 40 Rector St., New York, N. Y.**

Products: potassium carbonate, ammonium bicarbonate.

**SOY BEAN PRODUCTS CO., Dept. A, 210 N. Carpenter St., Chicago, Ill.**

Products: Soyco, Soynut meal, Soynuts, Soynut Toppers.

**SPEAS COMPANY, 2400 Nicholson Avenue, Kansas City, Missouri.**

Products: "Confecto-Jel" for confectioners.

Powell Williams, vice-pres.

**A. E. STALEY MFG. CO., Decatur, Ill.**

Products: refined corn products, soybean products.

**STANDARD SYNTHETICS, INC., 30 W. 26th St., New York 10, N. Y.**

Products: essential oils of anise, cassia, orange, lime, etc. flavors confectionery, all types imitation flavor oils. Ed. Sinclair and Ralph Crow of Chicago.

**WM. J. STANGE CO., 2536 W. Monroe St., Chicago, Ill.**

Products: certified food color.

Wm. B. Durling, pres.; F. M. Hartigan, sec.-treas.

**GEORGE H. SWEETNAM, INC., 282-286 Portland St., Cambridge, Mass.**

Products: candy mats, dipping papers, shredded papers, globular parchment, glassines, wax papers, embossed papers, chocolate dividers, boats and trays, layer boards, die-cut liners, partitions, protection papers.

Lee H. Douglas, Philadelphia; P. W. Steinbecker, Detroit; J. A. Hughes, Los Angeles; A. K. Cockerell, Fort Worth; C. D. Vickers Co., Chicago; General Brokerage Co., New Orleans.

**TAFFEL BROS., INC., 95 Madison Ave., New York, N. Y.**

Products: ribbons for holidays, packages, toys, candy.

**R. C. TAFT CO., 429 W. Randolph St., Chicago, Ill.**

Products: ribbons, satin, messaline, novelty ribbons, ready-made bows, rosettes.

M. Johnson, H. F. Hoffman.

**UNION STANDARD EQUIPMENT CO., 318-322 Lafayette Street, New York 12, N. Y.**

Products: used and new machinery.

**VACUUM CANDY MACHINERY CO., 15 Park Row, New York, N. Y.**

Products: Simplex vacuum cooking & cooling system.

Claude J. Covert.

**VAN BRODE MILLING CO., Clinton, Mass.**

Products: corn flakes, wheat flakes, bran flakes, rice flakes, crisp rice, puffed wheat, puffed rice.

David Brody, Herman F. Bruder, C. F. Beckwith, H. I. Carlson.

**JOHN WERNER & SONS, 713-729 Lake Ave., Rochester 13, N. Y.**

Products: confectionery machinery.

Charles Werner, Ted Werner.

**W-E-R RIBBON CORP., 440 Fourth Ave., New York 16, N. Y.**

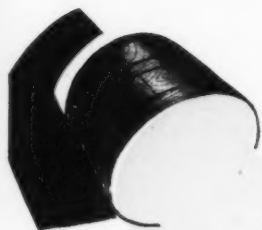
Products: staples, novelty ribbons, ribbonzene, gauze, patriotic ribbons.

A. A. Poll, Ira Kallins.

**WOOD & SELICK, INC., 36 Hudson St., New York 13, N. Y.**

Products: flavoring extracts, colors, shelled nuts, spices, and specialties.





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Butter Crisp, Butterscotch,  
Chocolate Nut Caramels, Cast  
Caramels, Kisses, Chews  
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# Basic HYFAT

*(Hydernity Sweetened Cream)*

Developed to replace Cream and Sugar in  
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Protect your business at all times by having a supply of HYFAT on hand in your stockroom. You, like other manufacturing confectioners throughout the country, can absolutely depend on HYFAT (Hydernity Sweetened Cream) to give you high quality, freshness, actual butterfat flavor, uniformity, and perfect keeping quality.

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Yes, Basic HYFAT on hand, is insurance for your business future. Now is the time to order HYFAT to be sure of having a supply available when you need it.

In view of the emergency in supply and transportation, we urge you to send all your orders direct to our Chicago office, by wire or mail. It is especially desirable that we have some expression on your immediate and possible future requirements so that we may plan our production and shipping schedules in terms of your needs. *Send us your order today!*

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Just dump it from the tub, strip off the protective paper, and cut off the desired amount. Instantly ready for use. HYFAT can be stored in your own warehouse a long time without deteriorating, and without loss of flavor or quality.

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By JOHN H. BIER,  
Works Manager,  
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Consolidated Factories

"Confectionery Factory Maintenance" is a booklet which every factory superintendent will want in his own personal library as well as in the plant library. Mr. Bier, Works Manager of the National Candy Company, tells of the ways in which he has successfully met maintenance and sanitation problems in the National Candy Factory in St. Louis. He tells how greater operating efficiency can be promoted by proper repair and preventive maintenance before breakdowns occur.

"Maintenance in manufacturing plants is the function of keeping structures, equipment and services in condition for efficient plant management." This summarizes Mr. Bier's program of "keeping 'em running." He discusses such problems as worker morale, the work of the chief engineer, the mechanic, the handling of emergency repairs, etc., and tells how it can be done profitably. Write for your copy of this booklet today.

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MANUFACTURING CONFECTIONER  
"Read Wherever Candy is Made"

400 W. Madison St.

Chicago 6, Ill.

## Hershey Revises Insurance

M. S. Hershey, head of the Hershey Chocolate Corporation, Hershey, Pa., has announced a revision of the Hershey group insurance program through which provision is made for additional coverage in the form of hospital expense for employees of the corporation and allied organizations. The Hershey Plan, originally started in 1939, is underwritten by the Metropolitan Life Insurance Company.

## Harry L. Brown Withdraws

Harry L. Brown has withdrawn from the firm of Brown & Haley, Tacoma, Wash., to "take a rest." Mr. Brown, an N. C. A. vice-president, reports the sale of all of his stock in the company bearing his name in April.

## Industrial Gear Gets "E" Award

The presentation of the Army-Navy "E" Production Award for high production achievement to the employees of Industrial Gear Mfg. Co., Chicago, took place the evening of May 11th.

## Ganong Bros. Head Dies

James Edwin Ganong, chairman of Ganong Brothers Ltd., confectioners, died at his home in Toronto, May 6th. Mr. Ganong was the first president of Lever Brothers Ltd. He was a director of the Confederation Life Assurance Company.

## Corn Syrup Situation Critical

The corn syrup situation continues critical. Processors will probably get enough corn for about 85% of the 1943 level of operations for a couple of months. B. W. Dyer & Company report the production of corn syrup and products in factories in the United States decreased by 5% during January-February, 20% in March, and 60% in April. The reduction in operations probably will be borne by reduced production of corn syrup and dextrose for civilians, not starch and syrup production for war-exempt industries.

## Cincinnati Candy Man Dies

George W. Schlageter, formerly superintendent of the old Dolly Varden Candy Co. and formerly a part owner of the Mayfair Candy Co., and associated with the Newton Products Co., died March 31st. He was well known in the candy industry in Cincinnati.

## Barricini Opens New Store

The Barricini chain of candy stores will occupy a large store mezzanine in the Union Carbide Building at 42nd Street and Madison Avenue, New York.

## Milwaukee Candy "Black Market"

The OPA charged May 8th, that a widespread black market exists in candy in Milwaukee. "Even children are paying tribute in pennies." Three suits were filed against wholesale distributors and two suits filed against retail stores. The OPA asked for damages amounting to \$98,336 from the three wholesalers: Earl O. Guilbault, Joseph Mandel, and Frank Baranowski. Retail stores named in the injunction suits are Rex Kandy Kitchen and Royal Candy Shop. Hearings are set for May 19th. District OPA officials state that 90% of all candy dealers investigated were violating price regulations.





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Mel-K-Soy is an important food in its own right with nutritional—technical and economical advantages that have definitely proven and established Mel-K-Soy as a vital ingredient for making quality candy and confectionery goods.

**NOT A SUBSTITUTE**

"If any of our Jobbers or Distributors represent our defatted soy flour, Mel-K-Soy, as being exactly like milk, they are doing so without our sanction and against our wishes. There is no food exactly like milk except milk. By the same token, there is no food exactly like Mel-K-Soy except Mel-K-Soy. Furthermore, Mel-K-Soy is no more a substitute for dry milk powder than milk powder is a substitute for Mel-K-Soy. We believe that both are valuable foods. Millions of pounds of Mel-K-Soy have been used and are now being used by candy makers, large and small, from Coast to Coast as a nutritious, delicious ingredient with technical and economical advantages for making quality candy. It is our intention to continue to sell Mel-K-Soy for these uses and on its own merit."

*Paul S. Cummins*

Gen. Mgr. Products Division  
Central Soya Company, Inc.

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IN YOUR CANDY GOODS?

*Mel-k-Soy* IS----

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# THE *Manufacturing* RETAILER



By WESLEY H. CHILDS, Technical Editor

*The Manufacturing Confectioner*

## USING CEREALS IN CANDY

**T**HESE are days of rationing. Shortages of labor and materials mean we have to do everything possible to include items which have potential possibilities in candy. Anything we can do towards using available ingredients, especially unrationed materials, is particularly valuable at this time.

Since breakfast cereals are unrationed and are more or less available, they readily come to mind in this connection.

At one time, candy men became very enthused over cereals for use in candy work, and as a consequence, the coconut bon bon suffered. After all, people with a preference for coconut, like no substitutes. On the other hand, we have no desire to have them disappointed in not being able to obtain their favorite confection, due to the present coconut shortage. The problem facing manufacturers of this particular confection is, therefore, that of extending the present coconut supply as much as possible, and at the same time maintain quality.

Cereals, especially those of the flaked variety, offer a ready solution. One of the main difficulties in the use of cereals in candy has been that of a lack in flavor. With the up-to-date development of synthetic flavors, such as coconut, almond, peanut and other nut type flavors, this difficulty has been entirely eliminated; with the result, that some manufacturers are now using from 30 to 50% of cereal as an extender, with little loss in the quality of their product. This has been accomplished by treating the flaked cereal in the following manner.

### **Salt May Be Needed**

To one gallon of corn or heavy sugar syrup, mix three ounces of a coconut or almond flavor (hard candy strength) to which may be added from three to four ounces of salt, which has previously been dissolved in warm water. Mix this gallon of flavored syrup with one hundred pounds of flaked cereal. The resulting product will be easy to handle, not wet, as one might expect, and the cereal will carry the flavor.

A product similar to toasted coconut may be obtained, if desired, by toasting the syrup flavored cereal over an open fire. The length of time under heat, will, of course, govern the toast desired. The presence of the syrup aids the toasting process.

As stated previously, as much as 50% of the flavored cereal may be mixed with real coconut. This fact offers much relief to the coconut bar manufacturer as well as other types of candy manufacturers. This percentage, however, is merely a suggestion, a few experiments on

the part of the manufacturer, will soon determine the correct amount that may be safely used without harming the quality of the candy.

As mentioned above, cereals may be used as extenders. However, cereals have long enjoyed a position in the candy field, especially in candy as made in the home. Many cook books contain candy recipes requiring cereals. Women are acquainted with the cereal type candies through their individual kitchen experiences. But little candy has been made in the kitchens of America recently and hence, these women may be prospective buyers of cereal type candies if they see it displayed.

The cereals have long been advertised for their nutritional qualities. The use of cereals in candy may be capitalized upon from that standpoint. A few formulas are suggested which may be worthy of further study or development.

## CEREAL RECIPES

### **Victory Goodies**

- 4 lbs. granulated sugar
- 3 lbs. light corn syrup
- 1½ lbs. water
- 1 lb. mixed nuts
- ½ lb. white raisins

Cook to 250 degrees F., with occasional stirring, remove from the fire, add enough of the flavored cereal mixture to stiffen the batch and then pour on a greased slab. When cold, cut into squares or oblongs.

### **Toasted Goodies**

- 1 lb. granulated sugar
- 1 lb. light corn syrup
- 1 lb. brown sugar or light molasses
- 1 lb. evaporated milk
- 4 oz. butter
- 1 teaspoonful salt

Cook to 244 degrees F., remove from the fire and add one pound of the toasted cereal, mix, and turn out on a cooling slab about one half inch thick and cut like caramels or nougatines.

### **Puffed Cereal Butter Scotch**

- 3 lbs. granulated sugar
- ½ lb. brown sugar or light molasses
- 2 lbs. light corn syrup
- ½ teaspoonful salt
- 1 lb. water, cook to 315 degrees F., then add



4 oz. butter, remove from the fire and stir in all of the puffed cereal the batch will take, being sure the cereal is warm before mixing it with the syrup. Mix well so that each particle is well covered. Turn out on a cooling slab, spread thin and cut as desired. When cold, store in an airtight container to retain crispness.

#### Flake Bars

- 1 lb. wheat or corn flakes
- 1 lb. salted peanuts
- $\frac{1}{2}$  lb. shredded coconut if available

Mix the above and set in a warming oven.

- 1 lb. granulated sugar
- 1 pint fresh milk
- 1 lb. light corn syrup

Cook to 236 degrees F., stirring to prevent burning, remove from the fire and pour over the mixture which has been kept warm. Mix well. Empty batch on a greased slab and spread about one-half inch thick. Score into size of bars wanted and cut when cold. Coat with fondant or chocolate if desired. With a slight adjustment, the syrup flavored cereal mixture mentioned in the first part of this article may be advantageously used, with a better product resulting.

#### Candy Coated Cereal Balls

- 1 lb. high grade molasses
- 1 lb. light corn syrup
- 1 oz. salted butter
- $3\frac{1}{2}$  qts. puffed cereal

Cook the corn syrup, molasses and butter to 290 degrees F. Add the salt and warmed puffed cereal and

mix well. Spread the batch on a slab and form into balls when cooled slightly. Wrap in waxed paper.

#### Chocolate Cereal Crunch

- $1\frac{1}{2}$  lbs. semi-sweet chocolate
- 4 oz. butter
- 2 lbs. corn syrup

salt

Heat in a pan until the chocolate melts, add vanilla to taste, mix and pour over

- 1 qt. warmed puffed cereal

Then mix thoroughly so that each particle is covered. Form into small balls or shapes desired.

#### Colored Cereal Balls

Colored balls of cereal may be made which are very similar to popcorn balls. Using the puffed cereals, these are attractive.

- 1 lb. granulated sugar
- 1 lb. light corn syrup
- 4 oz. butter

salt

Cook to 270 degrees F., remove from the fire and let stand for a few minutes. Then add color and mix thoroughly. Then add the warmed puffed cereal and mix, using enough cereal to take up all of the syrup. Pour on slab and mould into balls. Different flavors may be used with the different colors.

One cereal, "Grapenuts," invaded the ice cream field several years ago and makes a nice bisque. Perhaps, the idea of using a hard, crunchy cereal in such places as nougat is worthy of more study. For quick moving merchandise, it would seem there would be little danger of "soaking" and subsequent "mushy" off-flavor pieces.

From the fields of corn and wheat, come cereals for use in such candies as "Flake Bars", "Candy Coated Cereal Balls", and many other such items. The picture below shows a plate of candy made from cereals. Photos used through courtesy of Cereal Institute, Chicago; U. W. College of Agriculture, Madison, Wis.; PRAIRIE FARMER, Chicago; and CHICAGO DAILY DROVERS JOURNAL.





# HERE'S NEWS



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This revolutionary product combines top quality egg albumen with pure SOYCO (soybean protein) in a spray-dried readily soluble powder at a price well below albumen's record low!

Candy Plants, using *SUPER-SOYCO* as straight albumen, prove it *works better* and produces *equal volume* at *lower cost*. See for yourself: dissolve a trial carton of *SUPER-SOYCO* in water for your next batch of nougats, creams or mazettas.

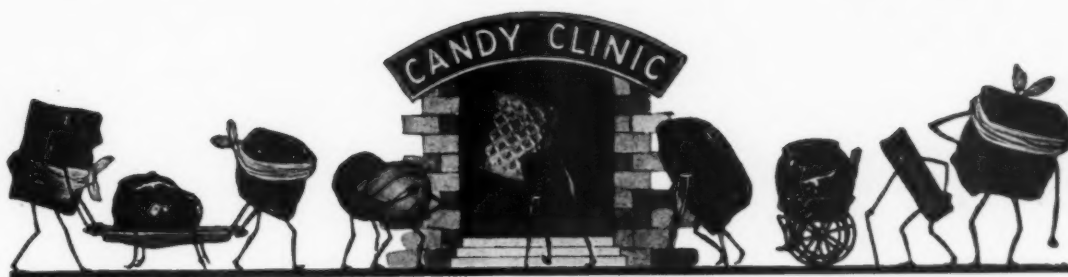
*SUPER-SOYCO* is reliably *uniform*, each shipment laboratory tested. Available in 3 grades: No. 1 contains not less than 50% egg albumen solids; No. 2 contains not less than 65% albumen; No. 3 contains not less than 75% albumen, the balance in each grade being pure SOYCO.

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The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of **THE MANUFACTURING CONFECTIONER**.

## CODE 5A44



**Chocolate:** Good.  
**Raisins and Nuts:** Good.  
**Nuts:** Good.  
**Remarks:** A good eating piece but very small for a 5c seller.

#### CODE 5G44

##### **Chocolate Raisin Nut and Orange Pull Bar—6/7 ozs.—5c**

(Purchased in New York, N. Y.)

**Appearance of Bar:** Good.  
**Size:** Small.  
**Wrapper:** White glassine, printed in brown.  
**Chocolate:** Good.  
**Raisins:** Good.  
**Orange Peel:** Good.  
**Nuts:** Good.  
**Remarks:** A good eating piece but highly priced at 5c for 6/7 oz.

#### CODE 5H44

##### **Milk Chocolate Bar—1 3/8 ozs.—5c**

(Purchased in a drug store, New York City, N. Y.)

**Appearance of Bar:** Good.  
**Size:** Good.  
**Wrapper:** Inside glassine wrapper, outside printed band orange, blue and yellow.  
**Color:** Good.  
**Gloss:** Good.  
**Moulding:** Good.  
**Taste:** Good.  
**Remarks:** One of the best bars of this type that the Clinic has examined in some time.

#### CODE 5J44

##### **Butter Crunch Bar—1 oz.—5c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Bar:** Good.  
**Size:** Small.  
**Wrapper:** Glassine, printed in orange, white and blue.  
**Coating:** Good.  
**Center:**  
**Color:** Good.  
**Texture:** Good.  
**Taste:** Good.  
**Remarks:** The best bar of its kind on the market. Well made and very good quality.

#### CODE 5K44

##### **Basket of Speckled Eggs—3 1/4 ozs.—50c**

(Purchased in retail candy store, New York, N. Y.)

**Appearance of Package:** Fair. Chip basket containing 6 eggs, cellulose wrapper, gold seal, tied with pink grass ribbon.  
**Colors:** Good.  
**Shapes:** Very poor.  
**Texture:** Good.  
**Taste:** Like kernel paste, not almond paste.  
**Remarks:** At this price, the best al-

mond paste could be used in this candy. Very cheap eating candy and exceptionally high priced at 50c.

#### CODE 5L44

##### **Sugar Candy Chick (no weight)—15c**

(Purchased in a retail store, New York, N. Y.)

**Appearance of Chick:** Good.  
**Size:** Good.  
**Color:** Good.  
**Texture:** Good.  
**Flavor:** Good.  
**Crystal:** Good.  
**Remarks:** A well made and good sugar chick. Suggest a wrapper be used, also to avoid trouble weight and ingredients should be printed on wrapper.

#### CODE 5M44

##### **Chocolate Peanut Bar—7/8 oz.—5c**

(Purchased at a subway station stand, New York, N. Y.)

**Appearance of Bar:** Good.  
**Size:** Small.  
**Wrapper:** White wrapper printed in brown.  
**Chocolate:** Good.  
**Peanuts:** Fair.  
**Remarks:** Suggest peanuts be roasted higher.

#### CODE 5N44

##### **Chocolate Buds—9/16 oz.—5c**

(Purchased in a railroad depot, New York, N. Y.)

Fold boat, cellulose window, printed in red, plain cellulose wrapper.  
**Chocolate:** Good.  
**Texture:** Good.  
**Taste:** Good.  
**Remarks:** We find this the best 5c package of its kind on the market. A good eating chocolate.

#### CODE 5O44

##### **Chocolate Bar—(no weight)—about 3 oz.—20c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Bar:** See Remarks. Plain cellulose wrapper.  
**Color:** Good.  
**Texture:** Good.  
**Moulding:** Good.  
**Taste:** Good.  
**Remarks:** A good eating chocolate. To avoid trouble, suggest a printed wrapper be used to improve the appearance of the bar, also to show ingredients, manufacturer's address and weight of bar.

#### CODE 5P44

##### **Chocolate Fruit and Nut Bar—1 oz.—5c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Bar:** Fair.

**Size:** Small.  
**Wrapper:** Glassine printed in red and yellow.  
**Chocolate:** Good.  
**Almonds:** Good.  
**Raisins:** Good.  
**Remarks:** One of the best bars of its kind that the Clinic has examined this year. Suggest a more attractive wrapper be used as this wrapper is cheap looking.

#### CODE 5Q44

##### **Caramel Roll—1/2 oz.—1c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Piece:** Good. Printed wax paper. Band printed in brown and gold.  
**Size:** Good.  
**Color:** Good.  
**Texture:** Good.  
**Taste:** Good.  
**Remarks:** We of the Clinic think that this is one of best 1c pieces on the market also the best of its kind at 1c.

#### CODE 5R44

##### **Chocolate Fruit and Nut Bar—1 1/8 oz.—5c**

(Purchased in a subway station stand, New York, N. Y.)

**Appearance of Bar:** Good.  
**Size:** Small.  
**Wrapper:** Glassine, printed in brown and yellow.  
**Chocolate:** Good.  
**Raisins:** Good.  
**Remarks:** Could not find any nuts in the bar.

#### CODE 5S44

##### **Assorted Chocolates—2 lbs.—\$3.00**

(Sent in for Analysis No. 4428)

**Appearance of Package:** Good.  
**Box:** Two layer. Extension type, white printed in gold, red and blue, cellulose wrapper, carton.  
**Appearance of Box on Opening:** Good.  
**Number of Pieces:** 103—2 foiled.  
**Coating:** Dark.  
**Color:** Good.  
**Strings:** Good.  
**Gloss:** Fair.  
**Taste:** Good.  
**Center:**  
**Nut Caramel:** Good.  
**Butterscotch:** Too hard.  
**Molasses Chew:** Fair.  
**Black Walnut Caramel:** Good.  
**Maple Pecan Cream:** Cream hard.  
**Taffy:** Very tough.  
**Jelly and Marshmallow:** Poor.  
**Peppermint Cream:** Cream: Dry.  
**Vanilla Nut Cream:** Fair.  
**Vanilla Walnut Cream:** Good.  
**Nut Marshmallow:** Marshmallow tough.  
**Jelly:** Could not identify flavor.  
**Pink Cream:** Lacked flavor and too much color used.





how to give candies  
that "come-on" look . . .

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Place your order for Cloverbloom Frozen Egg Whites now. See how much better-looking, fresher-tasting, candies can be.

### ARMOUR CREAMERIES





**Nut Chewy Taffy:** Fair.

**Assortment:** Entirely too small.

**Remarks:** We consider the quality of the candy in the 60c class. Coating and quality of the centers are not in the \$1.50 a pound class. Creams need checking up, also flavors. Chewy pieces are not up to standard.

Assortment should contain some nut meats, good nut nougatines, butter crunch, nut caramels, nut butterscotch, a number of good hard candy centers, nut glaze, nut brittle, etc., a few cordial fruits, glaze pineapple, fig and dates.

#### CODE 5T44

**Chocolate Peppermints—1¾ ozs.—5c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Package:** Good.

**Size:** Good.

**Box:** Folding, white printed in red and green.

**Coating:** Dark: Fair: Too thin.

**Center:**

**Color:** Good.

**Texture:** Dry and not very soft.

**Flavor:** Good.

**Remarks:** Suggest the cost of this package be checked, as we feel sure that there is very little profit, if any, in this number.

#### CODE 5U44

**Milk Chocolate Filbert Bar—3½ ozs.—30c**

(Purchased in a railroad depot, New York, N. Y.)

**Appearance of Bar:** Good.

**Size:** Good.

**Wrapper:** Inside brown wrapper, outside paper band printed in red.

**Color:** Good.

**Texture:** Good.

**Moulding:** Good.

**Taste:** Good.

**Remarks:** A good eating milk chocolate but highly priced at 30c for 3½ ozs.

#### CODE 5V44

**Candy Mints—¾ oz.—5c**

(Purchased in New York, N. Y.)

**Appearance of Package:** Fair.

**Size:** Good.

Folding box used printed in red, white and blue.

**Color:** Good.

**Texture:** Too hard.

**Flavor:** Fair.

**Remarks:** These mints are not up to the standard of some other mints on the market. Mints are too hard and peppermint flavor is only fair.

#### CODE 5W44

**Crystallized Sugar Decorated Egg (no weight given)—90c**

(Purchased in a retail candy shop, New York, N. Y.)

**Appearance of Egg:** Good.

**Size:** Good.

**Decorating:** Very good.

**Remarks:** We see very few of these eggs now, years ago they were popular.

The kiddies prefer a cream marshmallow or chocolate egg as a sugar egg is very hard to eat.

While we cannot make chocolate or coated eggs now, no doubt, an egg of this type will be a good seller.

(Please turn to page 50)

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# GREETINGS

to the conference of the  
NATIONAL CONFECTIONERS' ASSOCIATION

IN EXTENDING our best wishes to the Industry and to those members attending the meeting in New York, may we also take this occasion to express our thanks to all our good friends in the confectionery field for their cooperation with us during these unusual times. Their good will, patience and understanding is sincerely appreciated.



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## CODE 5X44

**Milk Chocolate Bar—3½ ozs.  
30c**

(Purchased in a railroad depot,  
New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine inside, pale blue  
paper band printed in brown on  
outside.

Color: Good.

Texture: Good.

Moulding: Good.

Taste: Fair.

Remarks: Quality of chocolate is not  
up to the standard of other bars of  
its type on the market. Did not have  
a good clean milk flavor. Highly  
priced at 30c for 3½ ozs.

## CODE 5Y44

**Chocolate Caramels—1½ ozs.  
—5c**

(Purchased in a railroad depot,  
New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed in brown,  
red and white.

Coating: Fair.

Center:

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Coating is not up to stan-  
dard used on some 5c bars.

## CODE 5Z44

**Chocolate Coated Fruit and Nut  
Paste Bar—1¼ ozs.—5c**

(Sent in for Analysis No. 4429)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow  
and blue.

Coating: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: A good eating bar, should  
be a good seller. Suggest that wrap-  
per be sealed on the bottom.

## CODE 5AA44

**Milk Chocolate Bar—1¾ ozs.—5c**

(Purchased in a railroad depot,  
New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Inside white parchment  
paper, outside paper band printed in  
blue and white.

Color: Good.

Texture: Good.

Moulding: Good.

Taste: Good.

Remarks: One of the best 5c milk  
chocolate bars on the market.

(Please turn to page 53)

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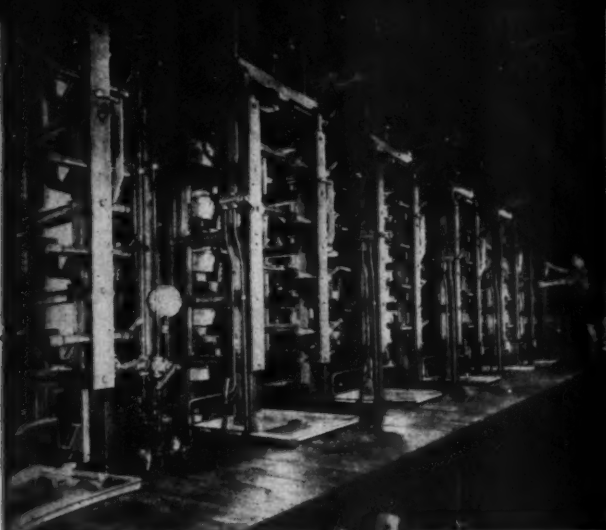


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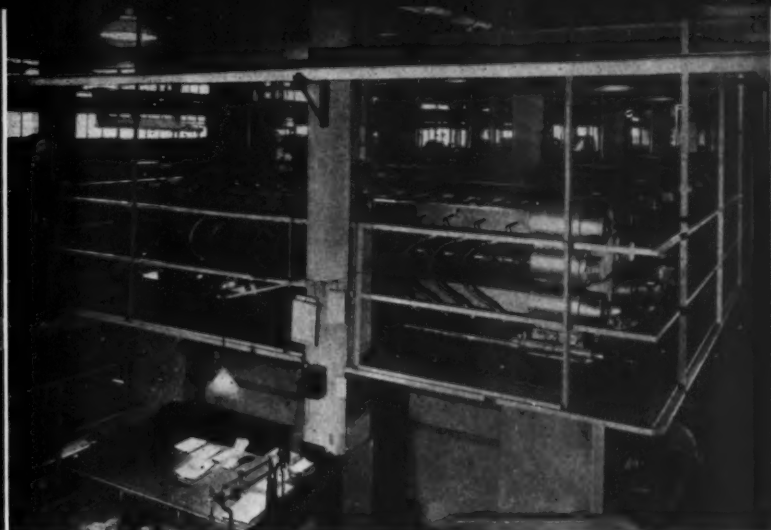
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### CODE 5BB44

#### Assorted Home Made and Chocolates—2 lbs.—\$2.20

(Sent in for Analysis No. 4425)

**Appearance of Package:** Good.

**Box:** Two layer, extension edge. White, name embossed in gold. White bond paper wrapper, tied with pink and green grass ribbon, gold and green seal.

**Appearance of Box on Opening:** Good.

**Number of Pieces:** 6 large chocolate peppermint wafers, 29 assorted chocolates, 4 cashew croquettes, 8 cream chocolate wafer sandwiches, 2 Jordan almonds, 5 assorted bonbons, 4 glace cherries, 1 glace apricot, 2 marshmallow mint paste, 2 caramels, 1 walnut cream, 1 pecan and cream, 1 nut caramel roll, 2 jelly marshmallow, 3 almond paste pieces.

**Chocolate Coating:** Good for this priced candy.

**Chocolate Coated Centers:**

Peppermint Wafers: Cream dry.

Vanilla Walnut Creams: Good.

Caramallow: Tough.

Nut Cream: Fair.

Maple Pecan Cream: Fair.

Lemon Cream: Dry.

Dark Marshmallow: Lacked flavor.

Butterscotch: Tough.

Vanilla Caramel: Fair.

Marshmallow and Peppermint Cream: Fair.

Nut Chew: Fair.

Peppermint Cream: Fair.

Nut and Fruit Cream: Good.

Cashew Croquettes: Good.

Assorted Bonbons: Very hard.

Jordan Almonds: Good.

Assorted Cream Wafers: Hard.

Licorice Gum: Too hard.

Apricot Jelly and Marshmallow: Good.

Mint Paste & Marshmallow: Good.

Walnuts and Cream: Good.

Pecans and Cream: Good.

Caramel Nut Roll: Good.

Glace Cherries: Good.

Glace Apricot: Good.

Almond Paste Pieces: Good.

Chocolate Nut Caramel: Good.

Vanilla Nut Caramel: Good.

**Assortment:** Good.

**Remarks:** All creams need checking up as they were hard and dry in most pieces. Chocolates are not up to the quality of some of the \$1.10 a pound chocolates on the market.

### CODE 5CC44

#### Assorted Chocolates and Home Made Candies—2 lbs.—\$1.50

(Sent in for Analysis No. 4426)

**Appearance of Package:** Good.

**Box:** Two layer, full telescope, white, name and corners of box printed in gold, white bond paper wrapper tied with blue and white grass ribbon, green and gold seal.

**Appearance of Box on Opening:** Good.

**Number of Pieces:** 49 assorted chocolates, 6 bonbons, 2 pecan nougat chews, 2 caramels, 13 spiced opera drops, 2 gum squares, 1 chocolate nougat slice, 2 nut paste rolls.

**Chocolate Coating:** Good for this priced candy.

**Chocolate Centers:**

Molasses Chew: Good.

Maple Nut Cream: Hard.

Orange Colored Cream: Lacked flavor.

Vanilla Nut Caramel: Fair.

Buttercreams: Fair.

Vanilla Creams: Fair.

Chocolate Creams: Fair.

Brown Cream: Lacked flavor.

Peppermint Cream: Fair.

Assorted Bonbons: Very hard and dry.

Caramels: Good.

Pecan Nougat Slices: Good.

Chocolate Caramel Nougat Roll: Good.

Nut Paste Rolls: Good.

Gum Squares: Good.

Spiced Operas: Good.

**Assortment:** Too small.

**Remarks:** Suggest that flavors in some of the coated centers be checked as they did not have enough flavor. Also some of the creams were hard and dry.

Suggest a few hard candy centers be used. Assortment of chocolates could be larger and less creams. There are a number of Home Made Candies



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Extracts**

that could be added to improve the  
assortment.

**CODE SDD44**

**Assorted Chocolates—2 lbs.  
—\$2.20**

Sent in for Analysis No. 4437

**Appearance of Package:** Good.

**Box:** Two layer, extension type, slip  
cover, gold and red tied with a red



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Candy Boxes**

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grass ribbon, board carton.

**Appearance of Box on Opening:** Fair

**Number of Pieces:** 74.

**Coating:** Milk.

**Color:** Good.

**Strings:** Very plain.

**Gloss:** Fair.

**Taste:** Fair.

**Centers:**

**Orange Cream:** Not a good orange  
flavor.

**Peppermint Cream and Marshmal-  
low:** Good.

**Lemon Cream:** Tough.

**Maple Nut Cream:** Hard.

**Chocolate Caramel:** Fair.

**Dark Colored Chew:** Poor.

**Dark Cream:** No flavor.

**White Taffy:** Poor.

**Nut Marshmallow:** Marshmallow  
tough.

**Vanilla Caramel:** Good.

**Vanilla Cream and Walnuts:** Good.

**Peppermint Cream:** Fair.

**Assortment:** Entirely too small for  
chocolates at this price.

**Remarks:** The Clinic has examined  
far better chocolates at 70c and  
80c the pound.

Coating is not up to the standard  
of other dollar boxes on the market.

The chewy pieces are of the cheap-  
est kind of candy. Strings are too  
plain, pieces are too large and some  
of the centers lacked flavor.

Box is too large, bottom layer was  
a mess, pieces turned over and badly  
scratched.

We find the following pieces in all  
70c and 80c and \$1.00 a pound choco-  
lates. A few good nougatines, a num-  
ber of hard candy centers, a jelly  
or two, a number of nut meats, nut  
caramel fudge and butterscotch cen-  
ters. The Clinic considers these choco-  
lates in the 50c and 60c class.

#### **Shaffer Heads Association**

Irvin C. Shaffer, head of Milliard  
Corporation, has been elected presi-  
dent of the National Association of  
Manufacturers of Confectioners and  
Chocolate. Samuel D. Fried of Up-  
to-Date Candy Manufacturing Com-  
pany, has been named vice presi-  
dent.

#### **Vending Machines Empty?**

It looks like a gloomy spring and  
summer for the customers of the  
candy and peanut vending machines.  
Members of the National Automatic  
Merchants Association, meeting at  
the Palmer House, Chicago, on May  
2, found the postwar outlook bright  
for bigger and better sales via vend-  
ing machines but admitted that the  
current supply situation was bad.

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and Brokers**



**B. W. DYER & COMPANY**

120 Wall Street, New York 5, N. Y., Phone: WH 4-8800  
Cable: DYEREYD, N. Y.

**CANDY TIED WITH**

**RIBBONS — Means  
More Sales**

*We have largest stock in the  
Middle West*

Satin—Messaline—Patriotic  
& Novelty Ribbons—Rib-O-  
Nit—Ready-Made Bows—  
and Rosettes.

**R. C. TAFT CO.**

129 W. RANDOLPH ST. CHICAGO





## "His Master's Choice"

How our little fellow enjoys his candy depends upon the expert skill of our chemists. Whether he chooses, Raspberry, Strawberry, Pineapple, Grape, Orange, Lemon, Anise, Chocolate, Wild Cherry, Vanilla, Peach, Coconut, Lime, or Ginger, he will always return for a "Standard Synthetics" flavor.

Why?

Because today, in spite of the shortage of natural oils and essences, our American laboratories have developed better "Standard Synthetics" flavors than many so called true fruit essences.

Write us your problems. We shall be glad to submit samples.

**STANDARD**  
*Synthetics*, INC.

30 West 26th Street New York 10, N. Y.

Branches in:

Chicago, Kansas City, Mo., San Francisco

## CONFECTIONERS' BRIEFS

### Carl W. Noren Dies

Carl W. Noren, superintendent of National Candy Company, Consolidated Factories in St. Louis, died April



Carl W. Noren

11th. Mr. Noren was born in Sweden but came to America when 16, residing in Springfield, Mass. He was introduced to the candy business when he became maintenance machinist for Schrafft's. A wide experience was gained by association with candy plants and equipment manufacturers. He has been with National Candy Company since 1921 where his expert knowledge of machinery and long experience in handling candy-making equipment enabled him to correct mechanical difficulties. He became plant superintendent in 1926 at the old Walter Factory and moved to Consolidated Factories in 1929. Carl Noren was versatile; he instituted many improvements both in manufacturing procedure and in the manipulation of formulas. He understood the chemistry of candy and was a master candy maker.

### VFW Services at Steven Plant

Heroes of World Wars I and II were honored Sunday, May 21, when the fourth annual Memorial services were held at the plant of the Steven Candy Kitchens, Inc., in Chicago.



Mrs. Julia C. Steven

The outdoor services were in charge of the Veterans of Foreign Wars. The Thirty-Third Division band played, and speakers were returned veterans from this war.

Part of the ceremony included placing a wreath on the memorial plaque which stands on the plant grounds. Several hundred persons attended the service, to which the public is always invited.

Among those who have participated in the ceremony is U. S. Sen. Wayland C. Brooks. Long interested in the work of war veterans, Julia C. Steven, president of the company, is the only woman in the Middle West ever awarded the Gold American citizenship medal by the V.F.W.

### Mars OPA Suit Settled

Mars, Inc., Chicago, has agreed to pay \$515,000 in settlement of OPA's triple-damage claim action for over-charges allegedly made by the large candy manufacturer.



# WHAT'S AHEAD?

**Bigger and Better  
Production of QUALITY  
Candy Is Ahead!**

**Let The  
BURRELL STARS**

★ Feed Table Belts (endless) ★ Batch Roller Belts (patented) ★ Caramel Cutter Boards ★ Cold Table belts (endless) ★ CRACK-LESS Glazed Enrober Belting ★ THIN-TEX CRACK-LESS Glazed Belting ★ Innerwoven Conveyor Belting ★ Caramel Cutter Belts ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight) help solve your belting problems. BURRELL still leads the belting field with its ALL-STAR belting cast!

**BURRELL Representatives Will Help You!**

The 2nd Annual N.C.A. War-Time Conference is coming too, June 6, 7 and 8 to be exact. We'll be at the Convention to discuss your belting problems with you. The following men will be glad to see you at the Convention or to hear from you at their offices: **EARL F. MAYER**, Pres.; **P. J. BUSS**, Vice-Pres.; **JOHN M. MOYER**, Sec.; **HOWARD G. AYLESWORTH**; **W. H. JENKS**; **C. B. TURNER**; **B. E. C. GILLETTE**; **NORMAN CORYELL**.

**"BUY PERFORMANCE"**

**BURRELL BELTING CO. 401 So. Hermitage Av. Chicago**

*Quality*  
**confectioners starches**

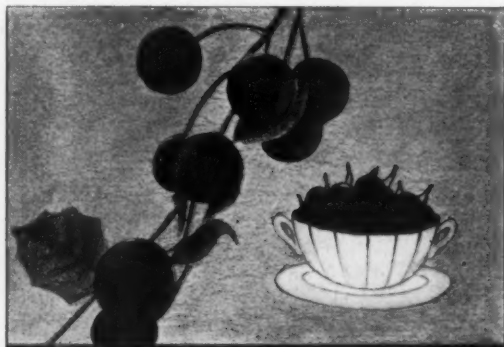
*Service*  
**confectioners crystal 3 star corn syrup**

*Uniformity*  
**cerelose... dextrose sugar**

**CORN PRODUCTS SALES CO.**

17 BATTERY PLACE, NEW YORK 4, N. Y.





## Cherry Imitation

Concentrated Flavor

Non-Alcoholic

Imparts the Rich

Luscious Character

of the True Fruit

Recommended for use in

Fondants, Hard Candies,

Jellies & Syrups

*Samples Submitted on Request*

# Ungerer & Co.

161 Sixth Avenue New York 13, N. Y.

Branch Offices: Chicago, San Francisco,  
Boston and Philadelphia

Appointment of Edwin Milner as director of sales and retail stores for **Andes Candies, Inc.**, Chicago, was announced by A. G. Kanelos, president. Mr. Milner formerly was retail manager for the Sherman Shops. . . . **Helen Harrison Candies, Inc.**, Chicago, have moved from 325 North Wells Street to their own five story building at 222 West Huron Street. As soon as war restrictions permit, the building will be remodeled and air conditioned and an addition built on the adjoining vacant lot. The company began business in 1936 and in normal times employs about 300 workers. . . . The Eighth Annual Friendship Dinner of the **Gopher Candy Club** was held at Hotel Nicollet, Minneapolis, on the evening of May 13th. Each jobber was given a year book of ready reference. . . . **Mason, Au & Magenheimer Confectionery Manufacturing Company**, Brooklyn, are entering upon their 81st year in business.

Mr. Thomas J. Stewart, president of **Milligan & Higgins Corp.**, manufacturers of gelatin, celebrated his fiftieth year with the company recently.

**Seeley & Co., Inc.**, flavor firm, recently celebrated its twentieth anniversary with an all-day party, attended by members of the staff.

**Curtiss Candy Co.**, Chicago, are telling consumers to make tasty cookies with Butterfinger candy. . . . **J. L. Kraft** has been re-elected chairman of the board. J. H. Kraft re-elected president, G. C. Pound elected executive vice-president and A. J. Riddle elected a vice-president of the Kraft Cheese Co., Chicago. . . . J. H. Kraft was elected vice-president of **National Dairy Products Corporation**. . . . Girls in the **Stevens Candy Kitchen**, Chicago, are supplied with their daily vitamins by means of fresh vegetables, iced in mammoth wooden bowls.

**Frank H. Fleer Corp.**, Philadelphia, produce a vitamin gum for National Agrol Co., Washington, D. C. This gum contains chlorophyll, carotenes and brewer's yeast and is the result of experiments by Dr. W. H. Hale, research consultant of the Dow Chemical Co. At present, "Vita Green" is available only in Midland, Michigan. . . . **Sweets Co. of America, Inc.**, Hoboken, reports a net profit of \$174,501 for 1943.

P. H. Erbes, Jr., formerly associate editor of **Printers' Ink**, has joined the **Wm. Wrigley Jr., Co.**, Chicago. . . . Robert E. Yergens has purchased the **Miller Candy Company** of Ft. Wayne, Ind. This company was founded in 1916 and has been engaged in the wholesale candy business since. . . . Mrs. Helen Curtiss Schnering, mother of Otto Schnering, founder and president of **Curtiss Candy Company**, passed away at her home in Evanston, April 8th. Curtiss Candy Company was so named by Mr. Schnering out of respect to his mother.

**William B. Haberkorn**, president of the **Haberkorn Candy Co.**, Chicago, died on April 22nd. . . . **Bowman Gum, Inc.**, Philadelphia, are entering the five-cent gum field with three new items, "Mint Cocktail," "Fruit Cocktail" and "Cin-a-Mint" marketed as Warrens Gum. . . . **The Chicago Candy Club** at the April 10th meeting admitted three new members; A. W. Carlson and W. A. Stowell, who each represent different manufacturers, and H. S. Snorf, who represents the **Veribrite Factory** of the **National Candy Co.** Among the members present was Warren Winkler of the **Paul F. Beich Co.**, who will probably be in the Navy soon. . . . **Rosemarie de Paris** have recently opened a beautifully designed salon at 906 North Michigan Avenue, Chicago.





provides  
Chocolate  
Manufacturers

with  
*High Grade*  
**POTASSIUM  
CARBONATES**



*Available in:*  
CALCINED 99-100%  
HYDRATED 83-85%  
LIQUID 47%

**SOLVAY SALES CORPORATION**

*Alkalies and Chemical Products Manufactured by  
The Solvay Process Company*

40 RECTOR STREET

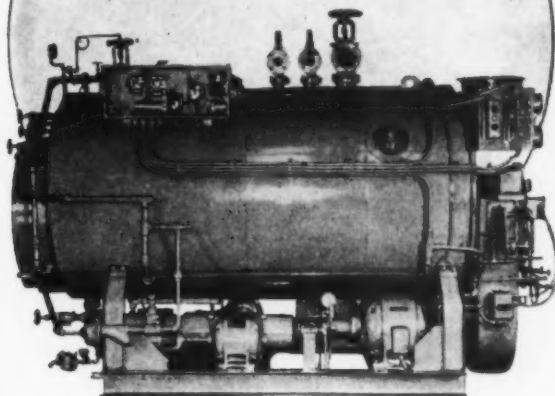
NEW YORK 6, N. Y.

BRANCH SALES OFFICES:

Boston • Charlotte • Chicago • Cincinnati  
Cleveland • Detroit • New Orleans • New York  
Philadelphia • Pittsburgh • St. Louis • Syracuse

**DOLLAR EFFICIENCY—**

work done per dollar spent measures  
the value of steam generation



A Cyclotherm Generator that produces 4,000 lbs. of steam per hour

Hundreds of Cyclotherm Steam Generators in a wide range of horsepower have proved they can "take it" and deliver under all kinds of wartime conditions.

The Cyclotherm steam generator shown here, built for the United States Navy, is ruggedly constructed for heavy duty purposes. This unit is fired with Bunker C oil and produces 4000 pounds of steam per hour.

All Cyclotherms are fully automatic, completely self-contained and adaptable to processing, power or heat. The wide use of these generators has proved their unusual steam producing capacity per unit of fuel consumed. Cyclotherm's exclusive principles of combustion and design insure high efficiency at low operating costs.

Cyclotherms may be operated for years with a minimum of attention for they are designed and built to deliver efficient, trouble-free automatic service under exacting conditions.

They are manufactured in units from 10 to 300 horsepower, oil or gas fired. Deliveries are being made as rapidly as the press of Government orders permit. While the range of available units obviously cannot be on a peacetime basis, if you are planning immediate replacement, our engineers will be glad to cooperate in meeting your needs. We shall be happy to supply any additional information you may desire.



**AMES IRON WORKS**  
OSWEGO . . NEW YORK . . BOX 307





# IF YOU USE BUTTER

YOU CAN IMPROVE YOUR CANDY'S GOODNESS

WITH



## WHAT B.A.C. IS AND WHAT IT DOES

B.A.C. is an intensified extract of dairy butter oil, made to fit your particular needs and demands.

Highly economical because it is highly concentrated.

Will not cook out. No refrigeration required.

Used by many prominent and successful confectioners.

Used by the U. S. Government for Armed Forces.

B.A.C. has been used successfully in the making of Butter Scotch, Carmels, Fudges, Kisses and Puffs, Nut Rolls, Nougats, Bars, Toffee, and other pieces requiring butter.

Proven successful because B.A.C. gives your candy an even higher degree of delicious butter flavor than you can possibly get with *natural butter or other methods.*

B.A.C. will improve your candy's flavor. You can taste the difference. Try it now. Just drop us a line—we will send you 1 gal. of B.A.C.—1 oz. will reconstitute 10 lbs of natural fat to butter strength. Only \$18.00 a gallon. If you are not satisfied you will get a cash refund.

*When ordering please state your cooking time and temperature.*

**ROBERT KORTRIGHT CO.**

260 W. BROADWAY, NEW YORK 13, N. Y.

### "The Flavor Lasts"

The Wm. Wrigley Jr., Company, Chicago, has announced that all chewing gum it produces after May 1st will be sent to the military forces overseas.



This action leaves only current dealers' stocks for consumers in the United States. War conditions have affected the imported materials so that it has become impossible to supply all demands and still maintain quality.

The Wrigley Company is conducting a consumer test on Orbit Gum, "A War Baby," in the Milwaukee area at present. This is a new gum made of available materials and plainly packaged. It is hoped that Orbit Gum will be made available elsewhere if the consumer tests are favorable.

### Gifts for Men Abroad Assured

The WPB has pledged its support to an Army post exchange Christmas gift program for service personnel stationed overseas. Under the program, a catalog will be issued to members of the armed forces stationed outside the United States, from which the fighters may order gifts to be delivered to friends and relatives in the United States. In order to carry out the program, the WPB will undertake to see that requests for additional materials or containers required by these orders, will be approved.

### "Century of Service" Awards

In a ceremony marking completion of a "Century of Service" in the confectionery industry by Michael Tenzer, 55 years; David Kessler, 20 years; and Simon Diamond, 25 years; more than 100 members of the industry paid tribute to them at the annual United Jewish Appeal dinner held April 27, at Hotel Pennsylvania, New York. Illuminated scrolls, praising contributions made, were presented. Special tribute was also paid to William F. Heide, of Henry Heide, Inc.

### Registration Files Transferred

The transfer of the registration files of industrial users, candy manufacturers using rationed commodities, from the local War Price and Rationing Boards to the OPA District Offices or to special boards is expected to be completed by May 15th. Third quarter allotments will be issued without delay at the new headquarters.

### Technical Help

The Classified Directory, Eighth Edition, of the Association of Consulting Chemists and Chemical Engineers, Inc. is out with the complete listing of membership. For firms requiring competent technical chemical or chemical engineering advice or services, we suggest their contacting the Association's Secretary, 50 East 41st St., New York 17, N. Y. for a copy of the directory.

### Abstracts Published

Abstracts of Chemical Patents vested in the Alien Property Custodian, Chicago 3, are being published. The section devoted to Foods is priced at one dollar, and is expected to be available shortly.



## DID LAST YEAR'S PROFITS SATISFY?

While there are many unsolved problems such as war and new legislation for the ensuing year, it is your primary interest in finding ways and means of increasing your own business and profits for the present and for the future.

Management is dependent upon machinery for production and profits; likewise labor is dependent upon modern machinery for higher wages and better working conditions. One man says, "I will improve my plant when business improves." Another man says, "I will improve my plant now so business will improve."

If you know you should do something, but don't know what—here is the answer to your problem contained in excerpts of letters received by the VACUUM CANDY MACHINERY CO., 15 PARK ROW, NEW YORK 7, N. Y., from manufacturers who acclaim the SIMPLEX VACUUM CREAM FONDANT SYSTEM:

"Am very glad indeed that we purchased one of your vacuum fondant cookers."

"We have been using our new Simplex Fondant equipment now for two weeks and wish to report that we are obtaining very fine results."

"We continue to obtain an improved fondant and a greatly increased production, so the vacuum cooker has really been a life saver."

"In our opinion, cooking fondant by the Simplex process is so much superior to the old method that it bears no comparison."

"We are now making by the Simplex System, a fondant superior in every respect to that of our former process."

"Not only does it make a fine, smooth fondant, but it does so at a very substantial saving in labor, space and general overhead."

"... the actual performance of the Simplex fondant equipment purchased from you has been far in excess of the promises you made for it."

"We are very pleased with your Simplex Fondant Machine; it does all we expected of it and more."

"With the Simplex Unit we need operate only half of the beaters as formerly to increase our production substantially."

"Our experience with the equipment ... was very satisfactory, so much so ... we now have under consideration the purchase of another Simplex system for cream fondant."

"The Simplex Fondant Machine works like a million dollars and we are very pleased with it."

"It is the writer's opinion that it will be only a question of time until we equip all of our plants with the Simplex Fondant System."

"It certainly is a pleasure to be able to cool a batch of 300 pounds in eight minutes that formerly took up to three hours."

"Our fondant machine (The Simplex) is doing fine, no complaints and the boys like it. We sincerely appreciate the excellent service rendered."

"As you recall, we purchased both fondant cookers last year so that the one ordered herewith makes the third in less than twelve months time. It is entirely within the range of possibility that we will require another."

"Regarding the Simplex Fondant Unit it would be a great pleasure to us to be referred to or to receive the visit of any of your prospective customers."

"If you have occasion to refer a prospective customer directly to us, I will be very glad indeed to have you do so. You probably recall that I wrote a number of your other customers in connection with your Simplex Fondant equipment and the information I obtained from them was very helpful."

From results actually accomplished no manufacturer operating on a wholesale basis or its equivalent can afford to ignore this new fondant development. Without any obligation the VACUUM CANDY MACHINERY CO., 15 PARK ROW, NEW YORK, is ready to extend the fullest cooperation to you to help you determine what can be done in your own plant under your own working conditions. Adv.

for May, 1944

# FONDANTS

## Cooked and Cooled in 10 Minutes [or less]

### SIMPLEX VACUUM COOLING COOKING SYSTEM PATENTED



The "Simplex" Vacuum Fondant Unit shown above (with one 5 foot cream beater) is actually producing 800 pounds of Fondant per hour.

Whether you make Hand Roll Cream or Cast Cream or both, you will be greatly interested in the results of other leading manufacturers in the application of cooking and cooling by vacuum. For several years, many enterprising manufacturers have used the "Simplex Cooking and Cooling System" to produce cream fondant on a production basis at considerable savings and with absolute control over quality factors, thus enabling them to better meet competition with superior quality.

As an illustration here are a few advantages:

**Increased Production**—with one (1) 5 foot cream beater, 800 pounds per hour (actually being produced).

**Saving in fuel & water**—because of lower cooking temperature and vacuum cooling.

**Smoother and whiter product**—because of lower cooking temperature and quicker cooling.

**Less labor required**—because the necessity of washing or steaming beater is eliminated.

Also many other advantages almost too numerous to mention.

Manufactured by

**The Vacuum Candy Machinery Co.**

15 Park Row

New York 7, N. Y.



# NEWS OF THE SUPPLY FIELD

EQUIPMENT • MATERIALS • MARKET INFORMATION • FIRMS • PERSONALS

## Florasynt Changes Chicago Address

Florasynt Laboratories, Inc., announce a change of address for Chicago headquarters. When remodeling and modernization have been completed, the four-story build-



ing at 600 W. Monroe Street, will provide adequate space for offices, research laboratory, manufacturing and warehousing facilities. The Chicago office though but one of Florasynt's 15 key points, has shown remarkable growth which has necessitated the move. The Chicago office is under the supervision of Dr. William Lakritz, Florasynt vice-president, and Messrs. DeVere L. McNinch and Tom Flanagan.

## Technical Service Offered

Mr. W. E. Dawson is now associated with Messrs. E. G. Poindexter and John Godston in tendering technical service to bakers and other food manufacturers in the New York Metropolitan Area through Commodity Brokers, Inc. Mr. Dawson, for the past eleven years, has been employed by the Washburn Crosby Division, General Mills, Inc., on their technical staff in their Products Control Division.

## National Starch Moved

Photographs show the three main units of National's extensive new laboratories at 270 Madison Avenue, New York. At the same location, but not pictured, are their Textile, Resyn Adhesives, and Training laboratories, as well as small capacity pilot plants for both the Adhesives and Starch Divisions. These ultra-modern facilities, plus a fully equipped food kitchen for experimental work on edible starches, occupy the entire 10th floor of the modern steel and concrete building on the northwest corner of 39th street. General and eastern sales offices occupy the 9th floor of the same location.



(Above) Technical Service Laboratory

(Right) Development Laboratory

(Above) Research Laboratory

## Nuts for the Army

Peanut shellers in Virginia and North Carolina have been directed to deliver 50 percent of the total stocks of Virginia type peanuts, excluding hand picked, and shellers in all states 50 percent of their stocks of U. S. No. 1 Spanish type, on Army contracts for overseas shipment by the W. F. A. exclusively.

## Oakite Holds Conference

Oakite held concurrently in New York, Chicago and Los Angeles, their Third War Production Conferences on cleaning, de-scalding, de-rusting, de-greasing and related production and maintenance operations. Of interest to confectioners were the information and data revealing time and effort saving techniques on such cleaning tasks as removing lime-scale from cooling slabs, tables, cream beaters, and kettles; steam-detergent cleaning starch molders, fondant depositors, and other processing equipment.

## Kortright Produces New Flavor

Robert Kortright Company announces their new address, 260 West Broadway, New York 13, N. Y. B. A. C. (Butter Aroma Concentrate), a Kortright product is being used extensively by the U. S. Government for the armed services. This flavoring product is an intensified extract of dairy butter oil providing aroma and taste effects of natural dairy butter.

## Peanut Council Holds Annual Meet

The annual meeting of the National Peanut Council was held in Atlanta, Ga., on May 2nd and 3rd. The Peanut Council is the national organization of the peanut industry, including the growers, producers, manufacturers of peanut products, crushers, wholesalers and warehousemen. It has recently undertaken a nationwide campaign to extend the use of peanut products. Mr. Charles Scully, vice-president of the National Confectioners' Association, Chicago, was one of the speakers.



## ***FIRST CHOICE*** FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

**FIRST CHOICE FOR QUALITY:** Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

**FIRST CHOICE FOR PROFITS:** EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for “sanding” in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!

**Exchange**  
**CITRUS**  
**PECTIN**



**CALIFORNIA FRUIT GROWERS EXCHANGE**  
Products Department, Ontario, California

189 W. MADISON ST., CHICAGO ★ 99 HUDSON ST., NEW YORK  
Copyright, 1943, California Fruit Growers Exchange, Products Department

# ***GREETINGS . . .***

## **To The Candy Industry**

### ***From the Manufacturers of* UNION CORN SYRUP**

We extend best wishes on the occasion of the Second Annual N.C.A. War-Time Conference, to our many friends in the confectionery industry, for their loyalty to UNION CORN SYRUP.

In spite of present shortages, we have maintained the uniform high-quality of UNION CORN SYRUP.

We are looking forward to the day when we will again be in a position to fill all your orders for our products!

**UNION SALES CORPORATION**

*Distributor For*

**UNION STARCH & REFINING COMPANY** COLUMBUS, INDIANA



# Currie

## AUTOMATIC STACKER

### For STARCH TRAYS

The Currie Automatic Stacker will handle any type of starch tray. Before the war halted production of these machines, a number of factories received delivery of their Stacker. The Currie Stacker is giving a fine account of itself in these plants, especially because of its direct contribution to manpower conservation.

MANUFACTURERS  
of  
**STAK-EZY**  
STEEL  
STARCH TRAYS

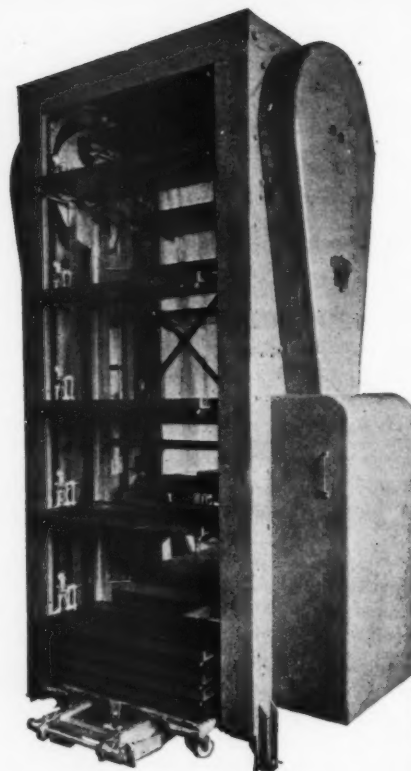
#### REPAIR PARTS

We can furnish repair parts to meet your immediate maintenance and operating requirements. We invite our customers to take advantage of this service.

\*\*\*\*\*

We can build machines like this for you if your priority rating is high enough. Essentially, this advertisement is published as a reminder that we will be in full production again after the war.

## CURRIE MANUFACTURING CO.



1837 W. Grand Ave.  
CHICAGO ILLINOIS

William K. Dick, chairman of the executive committee, was elected chairman of the board of the **National Sugar Refining Company** to succeed Charles D. Bruyn, who retired after 47 years of service. Mr. Dick has been a director of the company since 1923 . . . Dr. Herbert A. Clark, founder and head of the standards laboratory of the **Taylor Instrument Companies**, died April 22nd . . . A testimonial dinner in honor of Frederick H. Leonhardt, President of **Fritzsche Brothers, Inc.**, New York, on the occasion of his 50th year with the company, was held in the Grand Ball Room of the Hotel New Yorker, April 15th. The dinner, followed by a dance, was given by the executives and was attended by nearly 275 persons comprising the company's entire personnel, including representatives from all the branch and Canadian offices.

Mr. A. F. Rucks has been elected president and general manager of the Tagliabue Company, Brooklyn. He succeeds the late C. D. Waters . . . **The American Sugar Refining Company** has contracted to purchase the W. J. McCahan Sugar Refining & Molasses Company of Philadelphia, subject to approval of the McCahan stockholders . . . **The Yale & Towne Manufacturing Company**, New York, have announced the purchase of the scale business of the Kron Company, Bridgeport, Conn. Yale & Towne have marketed hoists, both hand and electric, hand-lift trucks, electric industrial trucks and related machinery.

Charles L. Smith, senior member of the **H. A. Johnson Co.** sales department, Boston and New York, died in Boston April 8th . . . **Brill Equipment Company** are moving from 183 Varick Street. New

Offices will be located at 225 West 34th Street, New City and new warehouse and shop at 2401 3rd



Mr. E. J. Marum above, was appointed sales manager of the Wm. J. Stange Company, Chicago. Mr. Marum's appointment was effective as of March 1.

Avenue, Bronx, New York. . . **Wm. J. Stange Co.**, Chicago, has published a book, "Forty Years of Progress," giving the company's history, and describing materials and products they produce for the food processing industries . . . **Du Pont** announces the appointment of Harold Brayman to be Director of Public Relations Department. He succeeds the late T. G. Joslin, who died April 12th . . . Paul L. Goldstrohm and George M. Muschamp are new directors of the **Brown Instrument Company**, Philadelphia. Mr. Muschamp is vice-president in charge of engineering

of the Brown Company, a division of Minneapolis-Honeywell Regulator Company . . . John C. Brooks, vice president and director of **Monsanto Chemical Company** and general manager of its Plastics Division at Springfield, Mass., died recently.



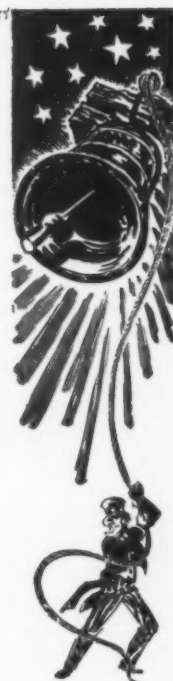
- \*\*\*\*\*
- Machines---for War To-day
  - Machines---for Peace Tomorrow
- Our Fiftieth Anniversary*

Manufacturers of Confectionery Machinery

**John Werner & Sons, Inc.**

713-729 Lake Avenue

Rochester 13, N. Y.



**BUY MORE WAR BONDS**

\*\*\*\*\*

**Anheuser-Busch, Inc.**  
**CORN PRODUCTS DIVISION**

SYRUPS  
STARCHES  
DEXTRINES



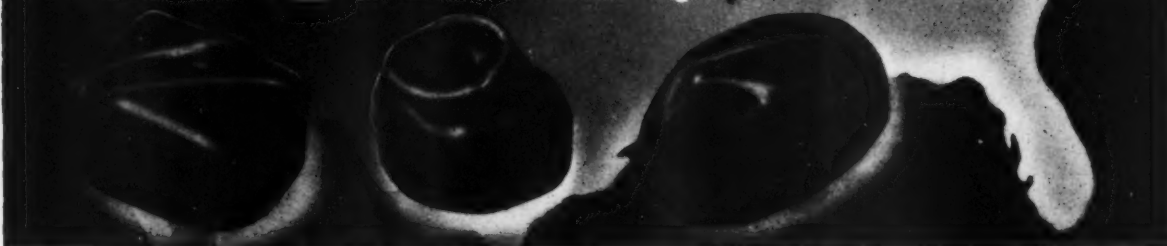
ST. LOUIS, MO.





# WARFIELD CHOCOLATE DIVISION

in the *Center*  
of the CANDY INDUSTRY  
WITH THE COATING FOR  
YOUR *Centers*!



## Candy—A Dry Milk Outlet

The 19th annual meeting of the American Dry Milk Institute, Inc., Chicago, was held at Hotel Stevens, April 19th and 20th. Mr. Maughan talked briefly on the use of milk substitutes in ice cream and confectionery. The candy field offers opportunities in the future for the use of nonfat dry milk solids, to improve the nutritional value as well as contribute to the flavor of candy.

## "What Are You Worth?"

"What are you worth? And why?" was the interesting subject of the speech, Clark C. Stockford delivered to the members of the Candy Executives' and Associated Industries' Club, New York, on April 18th. Ability, reliability, endurance, and action are standards of man's value. The first job is to get started and then keep going.

## Clarify California Almond Tradename

The California Almond Growers Exchange, along with other California shippers, has adopted the trade name, "Mission" for the variety of almonds formerly known as the "Texas." In the past, this almond has been offered to the trade as either the "Texas" or "Seedling," both of which terms were misleading and created confusion. Latest reports indicate a larger crop of California almonds this year than in 1943.

## Crescent President Dies

Mr. E. Rex Smith, president of the Crescent Manufacturing Company, makers of "Mapleine," Seattle, Wash., died on April 4th. He was a past president on the Washington Manufacturers' Association.

## Essential Oils Advisory Committee

An essential oils industry advisory committee to work with government agencies on essential oils programs, has been organized by the War Food Administration. Committee members are: F. G. Buehler, George Lueders & Co.; F. T. Dodge, Dodge & Olcott Co.; F. W. Heine, Compagnie Duval; Percy C. Magnus, Magnus, Mabee & Reynard, Inc.; H. P. Wesemann, Fritzsche Brothers, Inc.; G. J. Danco, Gerard J. Danco, Inc.; Dr. H. J. Kohl, Norda Essential Oil and Chemical Co.; Dr. Eric Kunz, Givaudan-Delawanna, Inc.; R. R. Webb, W. J. Bush & Co., Inc., all of New York, and W. H. Jelly, Walter H. Jelly & Co., Chicago. A. L. Kalish, of the Office of Distribution, WFA, is chairman.



Testimonial Dinner in honor of Frederick H. Leonhardt, president of Fritzsche Brothers, Inc., on the 50th anniversary of his association with the firm, April 15, 1944, in the Grand Ball Room, Hotel New Yorker. A portion of the crowd and the speaker's table are shown here.





Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms:  
FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN • SPRAY ALBUMEN

*Inquiries are Invited*

**DOMESTIC EGG PRODUCTS, INC.** (a subsidiary of DOUGHNUT CORP. OF AMERICA)

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Plants at: WITCHITA FALLS  
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Oklahoma

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Tennessee

NASHVILLE  
Tennessee

## Greetings

Penick & Ford wish to extend greetings and best wishes to our many friends and customers at the N.C.A. and A.R.C. Wartime Conferences, and express sincere thanks for their patience and cooperation.

**PENICK & FORD** Ltd.  
Inc.

22 Lexington Avenue, New York 17, N. Y.

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SHORT CUTS**  
for manufacturing  
confectioners

**Sure Way to Prevent  
Bacterial Contamination**

During the hot, humid summer months, when bacteria multiply rapidly, danger of product contamination is usually increased.

These simple precautions will help you more easily maintain sanitary standards, guard against contamination. First, thoroughly clean processing equipment. Then apply solution of that potent germicidal material . . .

**Oakite Bactericide**

Its **MORE ACTIVE** form of available chlo-

rine swiftly destroys harmful organisms . . . provides an **EXTRA** margin of protection that makes quality control more certain.

**Further Details Free!**

Free booklet gives interesting data . . . write for your copy today!

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Technical Service Representatives in Principal  
Cities of the United States and Canada

**OAKITE**  
Specialized  
**CLEANING**

MADE IN U.S.A. PATENTS 2,125,461





Our greetings to all members of the N.C.A. and the A.R.C. conventions!

A cordial invitation is extended to visit us while in town.

A new illustrated booklet of the story of the Mexican vanilla bean has just been published. Write or phone for your free copy.

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**"Industrial"**

**ACCURATE  
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**GEARS  
RACKS  
SPROCKETS**

Any Type  
Any Quantity  
Any Material

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**THE PLANT THAT QUALITY AND SERVICE BUILT**

**INDUSTRIAL GEAR MFG. CO.**  
4521 VAN BUREN STREET CHICAGO 24, ILLINOIS

## Dr. Hockett, Sugar Research Head Upholds Sugar in Diet

Dr. Robert C. Hockett, Scientific Director of the Sugar Research Foundation, was a guest of Dr. Walter H. Eddy, noted food nutritionist, presented by the American Institute of Food Products on the WOR radio feature. Dr. Hockett stated that improved standards of health are directly traceable to sugar as an energy food and as a



Dr. Eddy, left and Dr. Hockett, right.

stimulus to the consumption of other essential foods. "Quantities of protective foods would be left uneaten without sugar. How many children, or grownups either, would eat grapefruit or cereals without sugar? And think how much milk, one of our most important protective foods, is consumed in ice cream, puddings and milk shakes."

Dr. Eddy exploded the myth that sugar causes diabetes and overweight and stated that its consumption increases the palatability of many other foods that contain necessary vitamins. Dr. Eddy pointed out the importance of sugar as included in confections by quoting Colonel Rohland A. Isker, Director of the Subsistence Laboratory, Chicago Quartermaster Depot: "Few people realize the importance of candy in the ration. It is a morale and energy food."

Dr. Hockett predicted that the future of sugar will become increasingly important in the coming carbohydrate age for agriculture and for industry. Stating the purpose of the Foundation, Dr. Hockett said, "Having developed a pure product, which is the most inexpensive form of food energy known to science, the sugar industry was anxious to find out all of the truth about sugar and its various uses. Therefore, we are engaged in scientific research work. This work includes the support of authoritative studies at leading universities and research institutions on uses and potential uses of sugar."

### "Sugar"

"Sugar," the whole life-story of beet sugar, is told in a 16mm sound and color motion picture just produced for the United States Beet-Sugar Association. The film runs 1100 feet and is available on a basis of payment of shipping charges to all groups of more than 200. Direct requests to Business Films, 1124 Ninth St., N. W., Washington 1, D. C.



## Candy Council Program Gets Off To Good Start

With enthusiastic support, the Confectionery Industry's new \$1,000,000 two-year program for the Advancement of Candy as a Food was launched on Thursday, April 13, at a special meeting at the Palmer House, Chicago, attended by more than 175 of the principal middle-western candy manufacturers.

This meeting was the first of a rapid-fire series of similar gatherings from coast to coast, at which the industry's bid for greater prestige for candy and a larger per capita consumption of candy in the postwar period will be fully explained to manufacturers, suppliers, distributors and all others who will have a part to play in making the program effective.

The program was created and launched by the Council on Candy of the National Confectioners' Association.

Twenty-two leading confectionery manufacturers, from coast to coast, are serving as regional campaign managers in their territories for the two-year program of the Council on Candy of the National Confectioners' Association.

The complete list follows:

1. NEW ENGLAND: John H. Reddy, New England Confectionery Co., Boston.
2. NEW YORK & NORTH NEW JERSEY: Irvin Shaffer, Just Born, Inc., New York.
3. EASTERN PA., MD., DELA., SOUTH JERSEY: C. K. Kroekel, Kroekel-Oetinger Co., Philadelphia, Pa.
4. WESTERN PA., OHIO, W. VA.: Harold S. Clark, D. L. Clark Co., Pittsburgh.
5. D. C., VA., N. C.: R. H. Hardesty, Jr., R. H. Hardesty Co., Richmond, Va.
6. NORTH GA., S. C.: R. L. Henderson, Norris, Inc., Atlanta, Ga.
7. SOUTH GA., ALA., FLA.: Bob McCormack, Bobs Candy & Peanut Co., Albany, Ga.
8. LA., MISS.: Oscar Elmer, Elmer Candy Co., New Orleans, La.
9. TENNESSEE: W. E. Brock, Jr., Brock Candy Co., Chattanooga, Tenn.
10. IND., KY., MICH.: W. E. Dickmeyer, Wayne Candies, Inc., Ft. Wayne, Ind.
11. WISCONSIN: Herbert Ziegler, Geo. Ziegler Co., Milwaukee, Wis.
12. MINN., IA., NEB., N. D., S. D.: Oscar Trudeau, Trudeau Candies, St. Paul, Minn.
13. MO., KANS.: Charles C. Chase, Chase Candy Co., St. Joseph, Mo.
14. ILLINOIS: Paul R. Trent, Schutter Candy Co., Chicago.
15. ARKANSAS: Frank J. Isenman, Karcher Candy Co., Little Rock, Ark.
16. OKLAHOMA: W. L. Williams, Williams Candy Co., Oklahoma City.
17. TEXAS: Olin Davis, King Candy Co., Ft. Worth, Tex.
18. SOUTHERN CAL., N. M., ARIZ.: Warren Watkins, Warren Watkins Co., Los Angeles.
19. COLO., WYO., MONT.: A. C. Baker, Brecht Candy Co., Denver, Colo.
20. WASH., ORE.: C. H. McKinstry, Imperial Candy Co., Seattle, Wash.
21. NORTHERN CAL., NEV.: Roy Gimbal, Gimbal Bros., San Francisco.
22. UTAH, IDAHO: J. V. Glade, Glade Candy Co., Salt Lake City, Utah.

for May, 1944



## CHERRY-ORANGE FOR CANDIES

**Not Rationed—No Points Required**

Consists of Crushed Maraschino Cherries and Crushed Oranges. Concentrated with heavy sugar content, this juicy crushed fruit combination makes delicious cream centers.

Packed in barrels, kegs, and No. 10 glass jars. Ask for sample and prices.

**THE C. M. PITT & SONS CO.**  
KEY HIGHWAY BALTIMORE-30. MD.

WHEN THE *Finest* IS THE FIRST CONSIDERATION

*Her taste demands Ambrosia*


Smart woman? So smart she leads, not follows! In YOUR community, leading women respect fine candy—respond to mellow, palate-teasing robes of chocolate over intriguing centers! Ambrosia coatings have won approval by makers of fine candy who cater to HER taste.

**Ambrosia** CHOCOLATE COATINGS  
MADE IN MILWAUKEE



**Schimmel**

"Flavors and basic flavoring materials for the confectionery, food, and allied industries."



## flavoring specialties

**for all types of candies**

**Schimmel & Co., Inc.**

601 West 26th Street, New York 1, N. Y.



## EGG ALBUMEN

Because war needs come first, confectioners are finding it hard to obtain supplies of Henningsen's fine domestic egg albumen. The wonderful spirit of cooperation they have shown in meeting this situation is a matter of record.

In the meantime we are doing every thing in our power to supply the needs of our civilian customers. In war as in peace, it is our desire to serve the industry to the best of our ability, and with the finest egg albumen obtainable.

**HENNINGSEN BROTHERS, Inc.**

347 Madison Ave

New York 17

MU-6-9282

the group or the obstacle which keeps everyone apart. He is the one who sees when employees need help or counsel; if he is friend as well as foreman they will bring their troubles to him. He works with them and fights for them, and is combination counsellor and champion as the case requires.

This does not mean that the foreman should be too hail-fellow-well-met, or that he should feel it incumbent upon him to treat his subordinates as social companions. The distinction in rank should always be apparent, at least in the factory. The foreman who weakens his authority and prestige by needless fraternizing is no more a friend thereby.

### Foremen Have Grievances, Too

One of the reasons why all foremen aren't measuring up to the standards named above is an indifference to their morale on the part of higher management. It is not exaggerating to say that in many companies the foreman has become almost a Forgotten Man. An investigation into the problem by the Field Staff of the Institute proved that many firms have been neglecting the fundamental rules of good foreman-employer-employee relations. Here is the gist of the foremen's complaints, plus the Institute's recommended treatment:

**Complaint:** "Other departments cut into our functions too frequently. As a result, we face lost prestige in matters which should be in our own domain."

**Solution:** Restore the foreman to his true function as the first line of personnel authority. Give him the right to approve new workers and suggest the discharge of any employee. Make him the first person to whom a grievance can be brought for settlement. When an appeal brings a reversal, let the foreman himself tell the employee. Consult the foreman in all questions pertaining to the earnings or transfer of workers in his department—and, above all, let your foremen know the extent and limitations of their authority.

**Complaint:** "We are supposed to be part of management, but we never know what management is thinking."

**Solution:** Don't make it necessary for foremen to read the bulletin board in order to learn about the new rules. Always hold foremen conferences before making any substantial changes in company policy. Have the foremen, themselves, announce changes in company policy to their workers. If you use departmental bulletin boards, have all company notices signed on the bottom by the foremen of the department. Notices should instruct workers to ask their foreman for further explanations.

**Complaint:** "We share in the extra burdens of manage-

**SAVE TIME**



... with **NEW DESIGNS**

of industrial equipment tailored to fit your special requirements.

Our background of thirty years experience is at your service.

*Research-Design-Construction-Development.*

**F. R. SCHMITT & SON**

31-49 TWELFTH ST. LONG ISLAND CITY, N. Y.



**NO  
RANCID OILS  
in this  
COFFEE FLAVORING**

The undesirable elements that stale coffee and, in turn, stale the products they enter, have been removed from Barrington Hall Instantly Soluble Coffee. Here's a pure coffee that is *always fresh!* Use Barrington Hall for flavoring. Write for particulars.

**BAKER IMPORTING CO.**

NEW YORK MINNEAPOLIS  
132 Front St. 212 N. Second St.

INSTANTLY PREPARED

**BARRINGTON HALL**  
QUALITY *Coffee* 100% pure

ment, but our wages are not in keeping with the position we are supposed to enjoy. In some cases, workers under our supervision earn more than we do."

**Solution:** No foreman should receive less than 10 percent more than the highest-paid worker beneath him. A margin of 15 to 25 percent is even better. File with the Treasury Department for permission to restore these pre-war differentials in pay, pointing out that because of longer hours or greater responsibility the foremen are earning less proportionately.

**Complaint:** "We are supposed to be apart from the rank and file, but we get no distinctions in treatment that make this apparent to the workers."

**Solution:** The foreman should have a visibly distinct status in the eyes of the labor force. Hence the value of separate (not necessarily better) facilities for foremen, including washrooms and locker rooms, separate or private parking space, etc. Free the foremen from punching a time-clock. Supply different badges, different-color pay envelopes. Encourage the foremen to keep together, and foster a team spirit and a foreman *esprit d' corps*. Just as in the army, industrial "non-com clubs" have a distinct morale value.

#### Karcher Candy Head Dies

Henry G. Leister, president of the Karcher Candy Company, Little Rock, Ark., died April 15th. He had been president of the company since 1928. Frank J. Isenman, formerly vice-president, has been elevated to the presidency.

#### Swift Official Dies

Arthur W. Doell, head of the egg division of Swift & Co., and past president of the National Egg Products Association, died in New York on April 7th.

#### A & P Extends Candy Retailing

The giant A & P grocery chain's latest product, the Holly Carter line of chocolates similar and competitive to "Home Mades," will sell at about 60c per pound. Shortages of materials will prevent extensive marketing for the present but future plans call for wide distribution through the company's outlets. Special attention will be given to display, plans calling for special glass-encased counters strategically placed in which the candy will be displayed in contrast to the present hit or miss technique.

**— MILK —**  
**POWDERED --- CONDENSED**

WHOLE — SKIM  
SPRAY — ROLLER

SWEETENED SKIM  
SWEET CREAM  
FROZEN CREAM

— Cars or less —

You know why supplies are limited—we're doing our best to distribute fairly whatever is available.

Order as far in advance as possible.

**SIMMONS DAIRY PRODUCTS, LTD.**

13 W. FRONT STREET

CINCINNATI 2, OHIO

**VANILLIN**

LIGNIN VANILLIN C. P., U. S. P.

A *Finer* Vanillin of Exquisite Aroma.  
A *Natural Source* Vanillin Originated  
and Manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL  
OILS FOR FLAVORING PURPOSES.

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You'll like the  
**RICH-SMOOTH-FLAVOR**

**HOOTON**  
CHOCOLATE COATINGS

HOOTON CHOCOLATE COMPANY  
NEWARK, NEW JERSEY • EST. 1897



# Convention Greetings

May we continue to hope  
that we will soon be able



to serve a greater and  
wider circle of friends.

## COCOLINE PRODUCTS, INC.

MANUFACTURERS OF

*fine Cocoa Powders and Chocolate Coatings*

40-20 22nd St.

Long Island City, N. Y.

### READY TO BUY

AN ESTABLISHED MANUFACTURING BUSINESS  
WITH POST-WAR POTENTIAL

Leading midwest manufacturer (AAA-1),  
having a national selling organization,  
wants to buy candy or gum items or lines  
which will respond actively to national ad-  
vertising. Will retain key personnel. All  
discussions in strictest confidence.

Address: E5441 c/o

THE MANUFACTURING CONFECTIONER

400 W. Madison Street

Chicago 6, Illinois

### WORTH REPEATING:

*Candy is  
Delicious Food  
Enjoy some every day*



CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.

### Let Us Solve Your Cleaning Problems!

D. C. Ammoniated Cleaner in fine, crystal form,  
will clean all cooking utensils and equipment.  
Sterilizes as it cleans. Ideal for floor cleaning  
purposes. Packed in 450-lb barrels. **SEND FOR  
FREE SAMPLE.** Prices on request. Consult our  
chemical department for further uses and details.

**D. C. COOPER COMPANY**

Chemicals & Alkali Cleaners

20 EAST 18th ST.

CHICAGO 16, ILLINOIS

The Carrier Corp. was cited by the Jury of War-  
time Advertising Awards for having produced one  
of the most outstanding advertisements during 1943.

The widely known and honest name, "Nonfat Dry  
Milk Solids", is now legally established to designate  
that highly important portion of whole milk which  
comprises more than half of its food value. An  
alternative name, under the law, is "Defatted Milk  
Solids".

Dr. Albert L. Elder, formerly head chemical ad-  
visor for the W.P.B. and coordinator of the peni-  
cillin program, has been appointed director of re-  
search for the Corn Products Refining Co.

Friends of Jack Hillary may write him as follows:  
Brig. Gen. J. B. Hillary, M.B.E., Director of Labor,  
Allied Force Headquarters, British North African  
Forces. Mr. Hillary was formerly connected with  
Bramigh & Co., Ltd., London, the European repre-  
sentatives of the J. W. Greer Co.

Mr. Fred C. Theile, President of P. R. Dryer, Inc.,  
is still convalescing from an illness which has kept  
him away from his desk for the past seven months.

Mr. Knox Ide, President of American Home  
Products Corp., has been elected a director of Ameri-  
can Machine and Foundry Co. Mr. Ide fills a va-  
cancy created by the death of Mr. R. L. Patterson,  
founder of the company.

The American Association of Cereal Chemists meets at  
Hotel Nicolle, Minneapolis, Minn., May 23rd to 25th.

The Institute of Food Technologists hold its fifth  
annual meeting at the Edgewater Beach Hotel, Chicago,  
May 29th through May 31st.

### Sugar Supply Unimproved

The WFA said on March 24th that the sugar supply  
situation has not improved since 1944 sugar allocations  
were announced on February 26th. The civilian share  
in 1944 is 6% below amount consumed last year. Labor  
and equipment shortages combined with shipping situa-  
tion continues to limit the supply of sugar available to  
civilians, military and lend-lease needs.









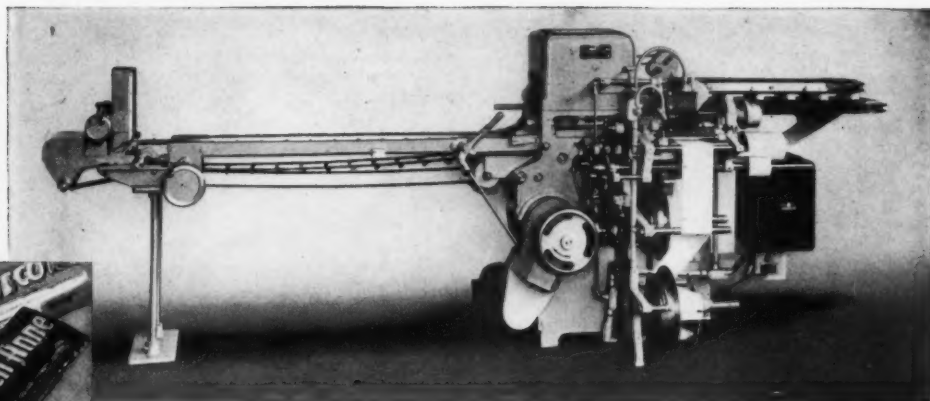


# Candy. Packaging

- SUPPLIES
- SALES AIDS
- MERCHANDISING

THIS SECTION AREAS MONTHLY THE  
MANUFACTURING CONFECTIONER





## ***Why so many Bars are wrapped on the DF***

All who have seen the DF in action are impressed with its ease of adjustability, the more efficient way in which it can be fed, and the definitely finer wrapping it produces.

This machine can turn out a flawless, perfectly formed wrap for any regular or irregular shaped bar—and all the finished packages are of uniform size. Its narrow width permits its being placed close to and parallel with the enrober belt, enabling the operator to feed with a minimum of time and effort.

*A superior Electric Eye Mechanism* locates the printing with unfailing accuracy no matter how many bars are wrapped at one time—important in achieving a quality appearance.

***We'll be glad to send you our***

***DF folder, giving complete details***

**PACKAGE MACHINERY COMPANY, Springfield 7, Mass.**  
NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO

Mexico: Agencia Comercial Anahuac, Apartado 2303, Mexico, D.F.  
Argentina: David H. Orton, Maipu 231, Buenos Aires  
England: Baker Perkins, Ltd., Peterborough  
Australia: Baker Perkins, Pty., Ltd., Melbourne



# **PACKAGE MACHINERY COMPANY**

**Over a Quarter Billion Packages per day are wrapped on our Machines**



# CONTAINER CRISIS



"Every establishment concerned in even the smallest degree with packaging is fully aware of the extremely critical situation facing us today," said Mr. Martin L. Jack, Dept. of Conservation of Corrugated Board, Curtiss Candy Company, in his talk on "Paper Conservation and Container Re-Use," before the recent Packaging Convention in Chicago.

**E**VERY establishment concerned in even the smallest degree with packaging must be fully aware of the extremely critical situation facing us today. Demand for paper is reaching unheard of tonnages after two and one-half years of war. Paper has gone to war by the hundreds of thousands of tons in the form of containers for foods, medicines, blood plasma and similar packaged supplies.

The army receives 700,000 different kinds of items, paper wrapped or boxed. Each 75 mm shell takes 1.8 pounds of paperboard for its protective container. One 500 pound bomb requires 12 pounds of paper in the form of rings or bands.

The growing demand for paper has come at a time when the supply of wood pulp is diminishing rapidly. The paper shortage stems

directly from a raw material shortage. Shortage of labor in the woods has also had its effect. Importations have been curtailed.

The chief substitute for pulp wood is waste paper. This year, more than 8,000,000 tons of waste paper will be required to maintain adequate mill inventories.

## Curtiss Plan of Action

A plan of action was initiated by executives of the Curtiss Candy Company to relieve the paper shortage. In the fall of 1941, when indications of future paper shortage became apparent, a conservation program was inaugurated, confined solely to the use of chipboard and corrugated containers or shipping cartons.

The goal of the program is to have every carton and every candy

box sent to salesmen returned for re-use. Those receiving Curtiss merchandise have co-operated 100 percent and have returned over five million cartons and boxes for re-use.

The first step in the conservation program was to study all boxes, cartons and containers to see if specifications could be altered to save material. In many instances, changes were made, viz, (1) a saving of one-third was made by reducing the weight or caliber of paperboard without impairing the protective purpose of the containers, (2) containers were reduced in size by fractions of an inch, (3) increasing number of items packed where conditions allowed, (4) changing shapes of cartons towards the more perfect cubical shape, resulting in a paper saving of about one-fifth, and (5) reclaiming boxes and cartons.

This matter of reclaiming has resulted in the greatest saving. But before this program could be instituted, the gluing of containers had to be standardized. Too rigid gluing prevented easy opening of the carton flaps without damaging and too weak gluing was detrimental to the merchandise. It was necessary to devise a carton opening device or tool and to supply these tools, free, to the many individuals co-operating in the program.

Instructions were given the salesmen in methods of opening the containers. The candy boxes are taped at the sides and to separate these corners, it is necessary to pull evenly so, the tape will tear but the paperboard will not. Instruction on how to flatten the containers for return shipment was necessary. Flat bundles of 25 each are returned.

## Sorted and Stripped

Upon arrival at the main plant, the Carton Conditioning Department gets to work. Careful inspection is made and then they are sorted and stripped of sealing tape or staples. Old stencils are painted out and the cartons bundled and taken to the

*Illustrations and detailed drawings of the work on re-claiming of cartons, together with pertinent information on this important subject appeared in the November 1943 issue of THE MANUFACTURING CONFECTIONER under the title of "Container Shortage."—Editor's Note.*



department from which they originally came.

The company salesman receives a report on the condition of his returned shipment with suggestions, if necessary, to keep the percentage of irreclaimable containers low.

The company has also interested itself in the scrap paper drive. Children, bringing 10 pounds of paper, are given one Baby Ruth candy bar. Collection time is set for Saturday mornings. Since this program was started in February, over 740 tons of paper has been collected. The company is also exerting every effort to conserve paper used in its regular operations.

The Curtiss Candy Company, through its membership in the Chicago Candy Association, has co-operated in the operation of a central "Clearing House," a warehouse to which customers can send returned cartons. After sorting, the cartons are picked up by the manufacturers who then reclaim them for re-use.

The War Production Board has shown great interest in the results achieved by the Curtiss Candy Co., program and at their request. Curtiss experience in reclaiming cartons has been made available to numerous other large concerns.

## NCA Forms Paper Conservation Committee

The present critical paper situation has resulted in the formation of the NCA Paper Conservation Committee to fulfill the need for concerted action. Mr. R. C. Gillespie, Curtiss Candy Co., Chicago, is chairman. He will strive towards fuller participation in the paper conservation program by all members of the industry.

Members of the committee are: J. F. Coakley, The Gobelin Co., Cambridge, Mass., for New Eng-

land; S. D. Fried, Up-To-Date Candy Mfg. Co., New York, N. Y., for New York; Philip Wunderle, Ph. Wunderle Co., Philadelphia, Pa., for the Mideast area; R. L. Henderson, Norris, Inc., Atlanta, Ga., for the Southeast area; H. F. Oblander, Bunte Bros., Chicago, Ill., for the Central West area; S. R. Douglas, Douglas Candy Co., St. Joseph, Mo., for the Midwest area, and T. A. White, Sierra Candy Co., San Francisco, Calif., for the West Coast area.

A four page folder, "Candy Industry Threatened by Container Shortage," will be distributed by the NCA to all members of the industry as one of the first steps in the committee's educational program. The folder has been discussed with representatives of the industry and Government officials, and has met with their approval.

The formation of the committee and the outlining of an educational program are a culmination of the series of paper conservation activities which have been sponsored by the NCA since the beginning of 1943. In August, 1943, industry representatives met to lay plans for an industry program, and in October, 1943, materials were sent to all members of the NCA regarding the necessity of re-using all containers and salvaging those unsuitable for re-use.

## Flock Process

The Flock Process, a patented method of applying cotton or felt to metal, wood or paper; opens a new field in packaging for fancy candy packages. The Barricini Candy Company has tried candy boxes made using the Flock Process for candies of the finer type with considerable success. An unmistakable richness and quality appeal is built into the container by this new method.

## Electronics in Packaging

The word, "Electronics" has been so glamorized by the press that the ordinary man regards it as a sort of Aladdin's lamp. He expects that in the post war era all things will be possible if only a vacuum tube can be associated with the problem. However, a more down to earth view is held by actual users in the food and candy fields.

Three aspects of electronic heat which apply directly to packaging are: (1) bigger and better molded packages available through the use of dielectric heating, (2) the setting of cements and the quick drying of glues through the use of electronic heat, speeding up the packaging machinery, and (3) the incorporation of heating fixtures in packaging machinery of the future applying electronic heat as a part of a regular packaging line.

### Dielectric Heat

Dielectric heat in the plastics industry has opened a new low cost source of containers, closures, and intricate special purpose novelties for the packaging and retail business.

Dielectric heat in the food and candy industries has made possible effective sterilization of products readily accomplished after packaging, in a continuous process as part of the packaging line. The sterilization of certain products is not feasible, as for example, chocolate products. Nut products, however, lend themselves to this type of sterilization.

Electronics entered the confectionery field some years ago in the form of Visual Inspection devices for the inspection of "insides" of packages. It is quite likely that the packaging line of the future will include such an X-Ray machine to protect the consumer as well as the manufacturer.

## HENLE WAX PAPER MFG. CO., INC.

All weights and grades wax papers, plain or printed.

Specializing in printed candy wrappers.

Sheets and rolls for machine wrapping.

1428-34 Longfellow Avenue

Tel. Dayton 9-5600

Bronx 59, N. Y.





# The Story of the man who went looking for Trouble!

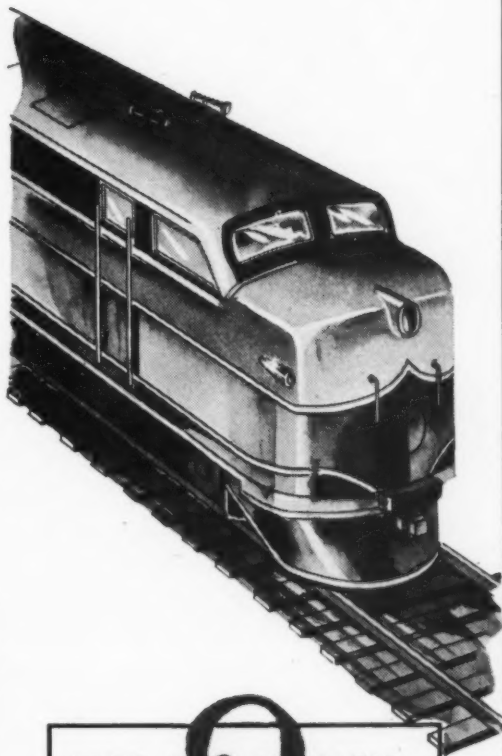


Because everything about his business looked too rosy, a manufacturer of citrus food powders became curious.

He decided to visit his customers. In the south, he found that heat and humidity were often turning his product rancid. Total sales were good, repeat sales poor. Dealers were too busy to complain—but there it was!

Back home he contacted Riegel, found a new paper—no more expensive, easier to handle, no higher priority—which solved his problem.

Almost the entire line of 230 Riegel Papers is being used to protect our food supply and to assist the war effort. The experience gained in developing new papers and new applications of old papers is at your service for today's essential uses and for tomorrow's planning. Why not start looking for some of your post-war troubles now?

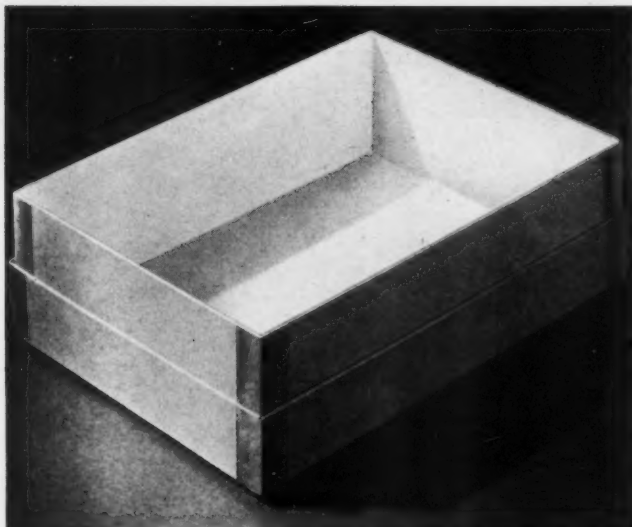


WILL YOU BE SATIS-  
FIED TOMORROW  
WITH THE PAPER YOU  
ARE USING TODAY

## RIEGEL PAPER CORPORATION

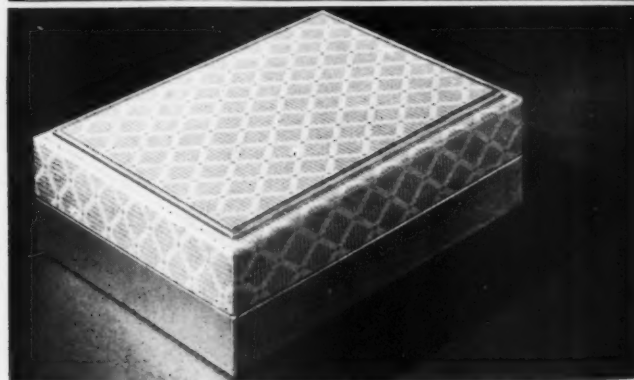
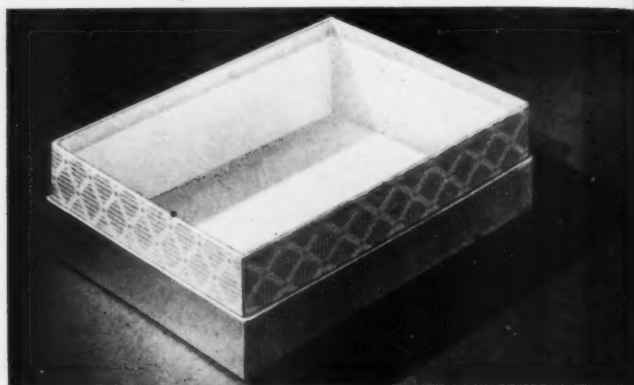
342 MADISON AVENUE • NEW YORK 17, N. Y.





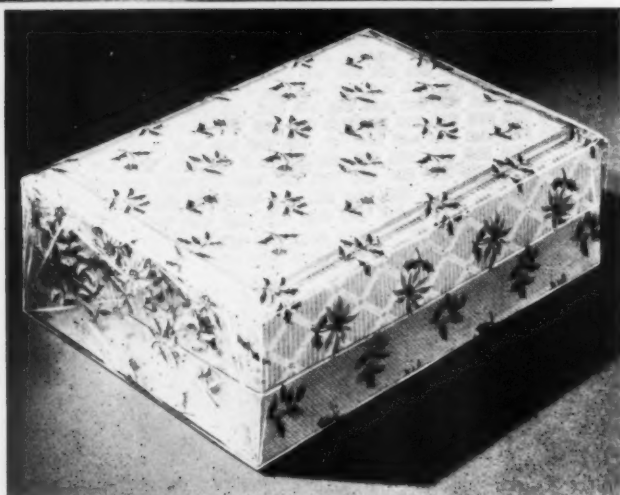
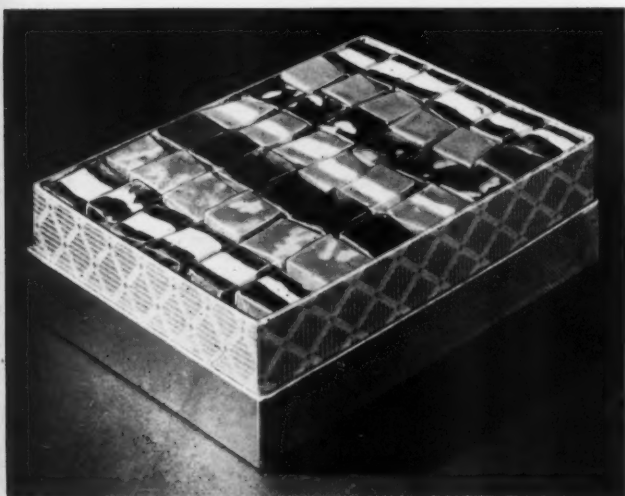
**STRENGTH**—(Above): Candy boxes must be strongly built. Reinforcement is needed for the corners. **BEAUTY**—(Right): Colorful papers over the box adds beauty, and increases strength of the box construction. (Below): **PROTECTION**—Candy placed in waxed-paper wraps keeps each piece protected from sticking as well as prevents grease from escaping and weakening the box. Makes the candy appear neater, more appetizing.

## *Strength--Beauty... Protection--Display. are Package Functions*

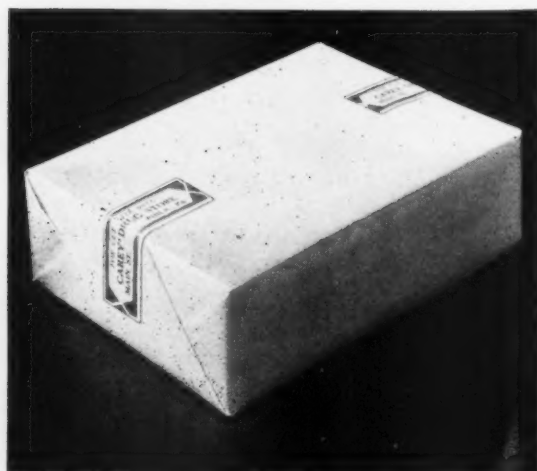


**DISPLAY**—(Above): When the candy leaves the factory, its fate depends upon "Package Appeal" given to it by the covering paper. Display value sells candy in competition with other products.

**TIMELINESS**—(Left): Printed cellophane is used to give added beauty and a holiday touch to the candy box. The cellophane may be removed after the holiday season.



**SECURITY**—(Right): Careful wrapping for the customer aids in creating a continued "package appeal". The sealing tabs are used for sales message of sales outlet. All photos used on this page through the courtesy of Nashua Gummed & Coated Paper Co.







## The Gaylord "Extra Margin of Safety" Was Never More Vital

CORRUGATED AND SOLID FIBRE  
CONTAINERS

FOLDING AND PARAFFINED  
CARTONS

KRAFT PAPER BAGS AND SACKS

KRAFT WRAPPING PAPER  
AND SPECIALTIES

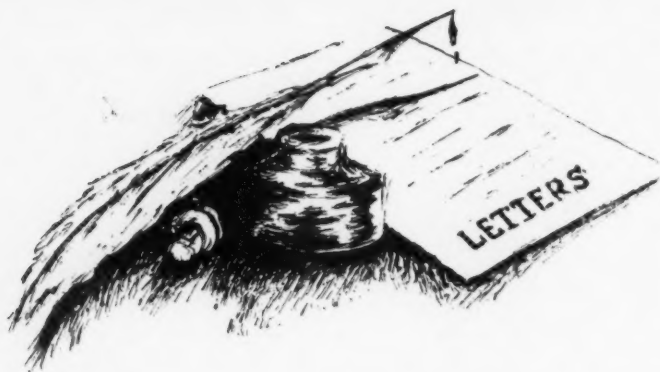
When boxes of military supplies are tossed overboard to float ashore with the tides, boxes *must* be of the sturdiest construction to carry their vital contents through safely. As the War Effort calls on Gaylord for more and more boxes to deliver supplies to the fighting fronts, Gaylord's customers, too, are sharing in this effort by accepting curtailments for civilian uses.

BUY MORE WAR BONDS

**GAYLORD CONTAINER CORPORATION, General Offices: SAINT LOUIS**

New York • Chicago • San Francisco • Atlanta • New Orleans • Seattle • Tampa • Detroit • Portland  
Los Angeles • Indianapolis • Houston • Minneapolis • Dallas • Jersey City • Appleton • Oakland  
Memphis • Fort Worth • Cincinnati • Oklahoma City • Greenville • Columbus • Jacksonville  
Des Moines • Kansas City • Milwaukee • Bogalusa • Weslaco • St. Louis • Hamden • San Antonio





### Scrap Candy Recovery

*We acknowledge receipt of Modern Methods of Candy Scrap Recovery but wish to have more information before we proceed to follow the formulas discussed in the booklet. Our candy scrap up to the present has been made without corn syrup, using sugar and four ounces of citric acid. Now, our scrap is made using 10 to 20% of corn syrup, three to three and one-half ounces of Cream of Tartar per 100 pounds of sugar and four ounces of citric acid. Will you please advise us how to proceed to salvage this scrap? Is it possible to obtain perfect filtering by using a felt bag filter or is it necessary to use a filter press?*

*Cuba*

Reply: We would suggest that a neutral scrap candy syrup be made. Remember that the approximate amounts of calcium carbonate (ground lime or chalk) which will be required to neutralize the acid or Cream of Tartar present in the candy is about as follows:  $3\frac{1}{2}$  oz. of Cream of Tartar take 0.86 oz. chalk; 4 oz. citric acid take 3.12 oz. chalk; and 4 oz. tartaric acid take 1.33 oz. chalk. A combination of Cream of Tartar and either acid will require the sum of the amounts of chalk.

The exact amount of chalk required will have to be governed by the pH of the syrup which should be about 6.0. This pH may be obtained by colorimetric or electrometric means. A pH meter is most convenient. Place 100 pounds of the scrap candy with nine gallons of water in a kettle having an agitator. Add amount of chalk trying three-fourths of an ounce (if Cream of Tartar is only present) or three ounces (if citric acid only is present) or three and three-fourths ounces (if both citric acid and Cream of Tartar are present). The amount of chalk to be added should be checked by the pH. When chalk

is added correctly, turn on the steam carefully and start the agitator to dissolve the scrap. Do not let the temperature go over 150 degrees F.

When the candy is dissolved, add two pounds of the decolorizing carbon and perhaps about five ounces of filteraid which has been mixed up with a little water. Let batch stand after mixing for about fifteen minutes and then filter. A bag filter may work but probably the first filtrate through will have to be re-filtered. A bag filter is slower than a filter press and the syrup may require further water-dilution. To help the bag filters, before the scrap syrup is filtered, it may be heated to 180 or 200 degrees F. This temperature will be all right if the syrup is at pH 6.0. The solids content of the syrup will be about 58 to 60%.

To use this syrup in candy, we advise trying about 80 pounds of sugar, 10 pounds of corn syrup and 16 to 20 pounds of the scrap syrup. Cream of Tartar or acid is not to be used in the batch but if desired, acid may be added to the slab along with the flavor.

### Compliments

*My grateful thanks to you for your prompt reply to my telegram. You people up there at THE MANUFACTURING CONFECTIONER sure are wonderful to help your subscribers the way you do and I for one do appreciate it very much. If there is any cost to this service, kindly advise and I will be happy to remit whatever it is.*

*Florida*

### The Candy Clinic

*We are very pleased that your candy clinic has such fine things to say about our product. We wonder whether you have any objections to our using re-prints of this article as we wish to tell our customers about it.*

*—California*

Reply: We have no objection to your using re-prints of this item, provided it is used in no competitive way against any other item appearing in the clinic. The work of the clinic is strictly impartial and does not comment or discuss any candy in a competitive sort of way, but rather devotes its attention only to giving suggestions for possible improvements. If you wish to use the report exactly in the way it was given, giving proper credit to its appearance in THE MANUFACTURING CONFECTIONER's Candy Clinic, we see no reason for objection. It is not our policy to allow any more of the clinic than your own individual item to be reproduced as it might be damaging to other concerns appearing with your report and which may have received a slightly less favorable comment.

### V . . . — Mail

*I will appreciate it if my future copies of THE MANUFACTURING CONFECTIONER are sent to this address. I was promoted to Lt. (j.g.) on March 1st. I enjoy my contact with the candy industry through your magazine and hope to be actively engaged in the industry again with — after the war.*

*—Fleet P. O. New York*

### Crystallization of Mints

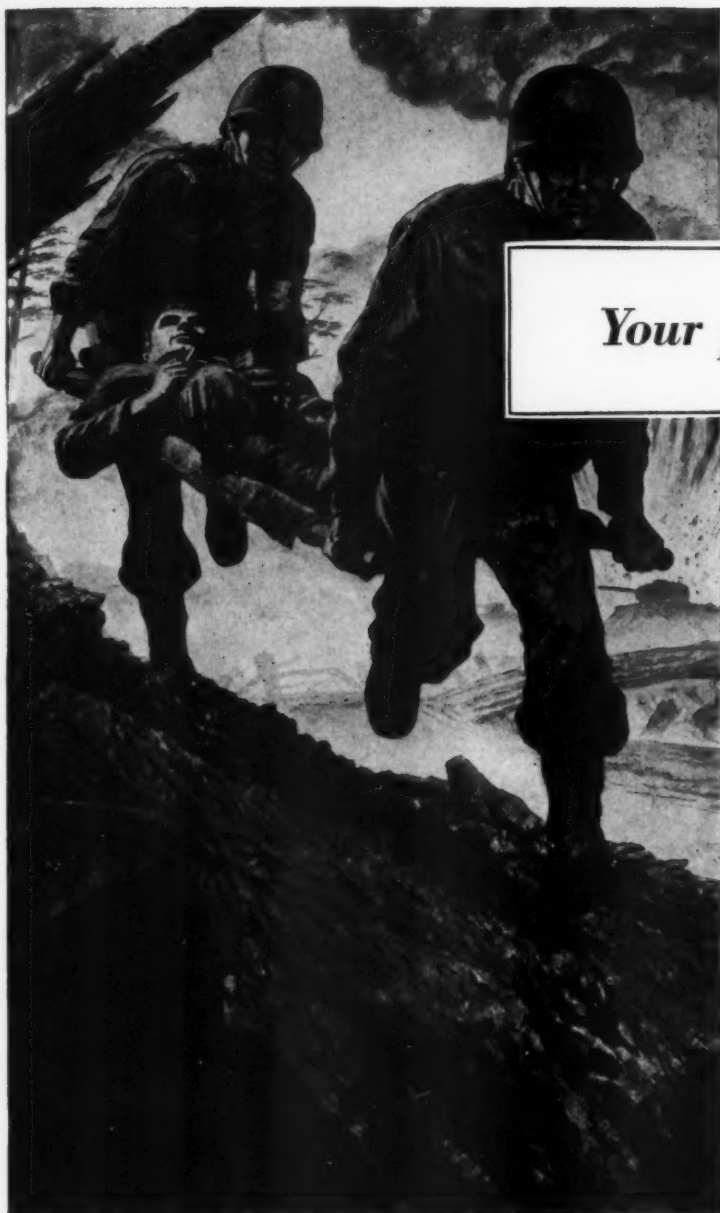
*I am making mint patties in pastel colors which after crystallizing do not come out even in color but have dark and light spots. The color used is of a paste type. Any information you can give me will be greatly appreciated.*

*—Colorado.*

Reply: The crystallization of any piece of candy is a very tricky operation. All we can do is to offer a few suggestions. We do not believe the paste color is at fault. However, you might check and see that the color is completely dissolved. Try adding the color near the beginning of the cook. We would think that the method of handling the mints before and after crystallization is the cause of your trouble.

It is essential that the pieces to be crystallized are not crowded in the trays or pans. After crystallizing, be careful in shaking off the excess syrup. Try a longer draining time and avoid rough treatment. Usually the change in color is due to crystallization of the sugar. Bruising the pieces causes "white spots" to start. On the other hand, if the entire piece tends to get white, it may be that more "doctor" may be needed in the formula.





## Your part in a rescue

Some of the Cellophane you have been doing without may be helping rescue this wounded soldier.

Within ten minutes after being hit, most wounded men are being given a blood transfusion, when necessary. Transfusion from blood plasma is one of the greatest life-saving accomplishments of this war.

Through a hollow needle, the plasma flows into the soldier's bloodstream. This little needle, 2½ inches long, thus plays a vital role in saving American lives. But to do so it must be surgically sterile, ready for instant use. *For this reason it goes to the front line sealed in Du Pont Cellophane.*

On far-flung battle fronts, Du Pont Cellophane is not only serving as a wrap for medical supplies, but also for field rations and ordnance parts. Increasing demands for these purposes have resulted in a decreased quantity of Cellophane available for essential civilian use.

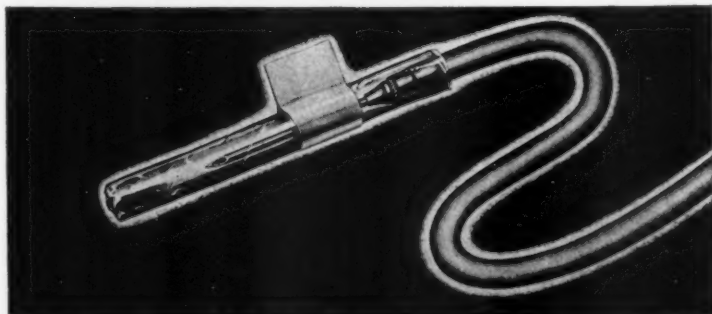
We appreciate your cooperation and we trust the day is not far off when you can again have all the Cellophane you need.

E. I. du Pont de Nemours & Co. (Inc.),  
Cellophane Division, Wilmington, Del.

### Vital protection in many war uses demonstrates Cellophane's value

**BELOW** is shown the hollow needle used in blood transfusions by Army doctors — just as it comes in the Army Medical

Department transfusion kits, sealed with Du Pont Cellophane. Rubber tubing is already attached.

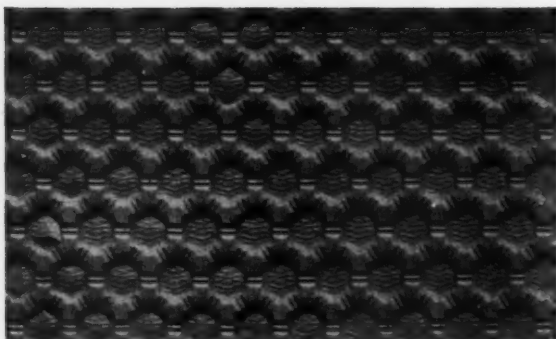


# Du Pont Cellophane



BETTER THINGS FOR BETTER LIVING  
... THROUGH CHEMISTRY





## Decopad Saves Paper

(as well as money)

- by • Deep embossing  
 • Lighter backing  
 • Eliminating wrappers  
 (due to special cutting method)  
 • Use of light shipping containers  
 • Cutting with less waste.

### Other Sweetone Products

Dipping Papers	Chocolate Dividers
Shredded Papers	Boat & Trays (plain and printed)
Waxed Papers	Layer Boards
Globular Parchment	Die Cut Liners
Embossed Papers	Partitions

**George H. Sweetnam, Inc.**

**282-286 Portland Street**

**Cambridge, Mass.**



**SAVE WASTE PAPER!**

### H & D Issues Packaging Booklet

"How to Prepak in Corrugated Boxes," is booklet, number nine in the Little Packaging Library issued by The Hinde & Dauch Paper Company, Sandusky, Ohio. This gives information and illustrations regarding corrugated boxes for prepacking assignments and reviews products successfully prepacked.

### Package Machinery Ships Machines

To meet the demand of the armed forces for more wrapped candies, Package Machinery Co., has just shipped three high-speed CM-2 wrapping machines under high priority, and has three more nearing completion. Each machine has a capacity of 150 boxes per minute. Two machines went to Luden's, Inc. and one went to Sharp & Shearer, Reading, Pa. The three machines being constructed are for Luden's.

### Arthur S. Allen Dies

Arthur S. Allen, package designer and consultant, died on April 9th in his New York home. Mr. Allen was a color consultant for The Hinde & Dauch Paper Company of Sandusky, Ohio. Mr. Allen's article, "Packaging and Color to Build Post-War Confectionery Sales," appeared in the March issue of THE MANUFACTURING CONFECTIONER. This was one of Mr. Allen's last articles.

### Paper Box Meeting May 21-24

The 26th Annual Meeting of the National Paper Box Manufacturers Association will be held at The Drake, Chicago, May 21st to 24th. Due to the paper and paper-board shortage, several important rulings will shortly be released by WPB, in Washington, and War Agency speakers will therefore dominate all four sessions of the business program.

### Shellmar Gets "E"

Shellmar Products Company, Mt. Vernon, Ohio, has been awarded the Army-Navy "E" for excellence in war production.

### Gaylord Sales Higher

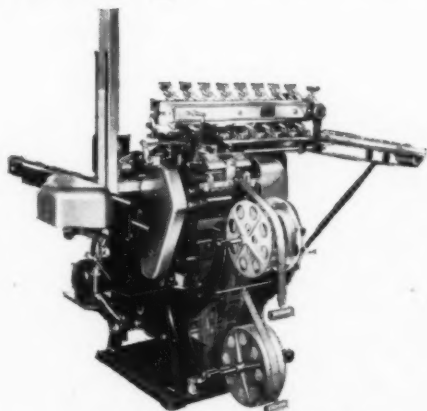
Gaylord Container Corporation's annual report for 1943 discloses production and sales were highest in the company's history. Gross sales totaled \$34,127,713 and net profits were \$1,103,097.







## Fragile and Irregular Shaped Candy Bars-Biscuits-Cookies are



Wrap-O-Matics are built in 2 basic models—side-intake (illustrated) for feeding directly from enrober belt . . . straight-intake especially designed for multiple piece products.

successfully wrapped by Wrap-O-Matic. In fact, Wrap-O-Matics are so ingeniously designed that they can wrap a package of thin air. Shape and texture are no obstacle, neither is the type of wrapper used, for Wrap-O-Matic uses glassine, cellophane, foil or any type wrapper that can be printed in rolls.

Wrap-O-Matics operate at high-speed—as fast as 120 units per minute—saves up to 80% in labor and up to 35% in wrapping material . . . two vital factors in today's material and manpower shortage. That's why today over 100 leading candy and bakery products are wrapped by Wrap-O-Matic.

You, too, can speed up production, save in wrapping labor and material and add extra sales appeal to your product by installing Wrap-O-Matics. Write today for illustrated brochure and complete details.

**LYNCH** Manufacturing Corporation, Defiance, Ohio  
WRAP-O-MATIC DIVISION **U.S.A.**



## PATENTS

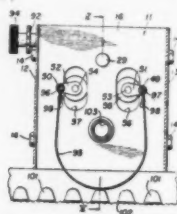


The following memoranda relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C.

### 2,338,340 DECORATING APPARATUS FOR COATED CONFECTIONS AND THE LIKE

Leo Latini, Chicago, Ill.

Application February 21, 1941, Serial No. 379,924. 21 Claims. (Cl. 91-2)

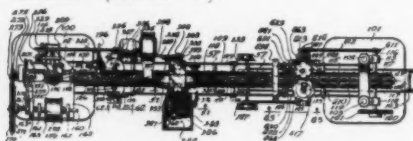


1. In a surface decorating apparatus, the combination with a flexible member, of spaced crank members for supporting said flexible member to define a non-rigid open loop, means for oppositely rotating said crank members to raise and lower said flexible member loop, means for varying the speed of flexible member movement in a substantially vertical path, means for changing the direction of crank member rotation to alter the movement of said flexible member relative to a non-yielding support, said flexible member loop being characterized by its ability to yield upon contact with confections disposed for non-yielding support in the path thereof, and means for varying the extent of movement of said flexible member loop relative to the non-yielding confection supporting path.

### 2,322,430 METHOD AND MACHINE FOR PACKAGING EDIBLE PRODUCTS

Joseph William Fay, Villa Park, Ill., assignor to Overland Candy Corporation, Chicago, Ill., a corporation of Illinois

Application November 16, 1939, Serial No. 304,680 10 Claims. (Cl. 93-3)



1. In a packaging machine for confections and the like, utilizing a flexible packaging material, the parts of which are adapted to be sealed together by heat and pressure, a sealing mechanism comprising a pair of

## IDEAL WRAPPING MACHINES

### FAST-EFFICIENT RELIABLE

CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 166 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



WRITE FOR COMPLETE SPECIFICATIONS  
AND PRICES

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETOWN, N. Y.

U. S. A.

rotatable sealing rolls having toothed peripheries, the teeth of which are adapted to interengage with each other, electrical means carried by each of said sealing rolls for heating the roll, and thermostatic means including a part slidably engaging said rolls for controlling the energization of said electric heating means, said sealing rolls being provided with registering grooves for receiving the sticks of confections which have a projecting stick, whereby the package may be crimped and sealed by pressure and heat about said sticks.

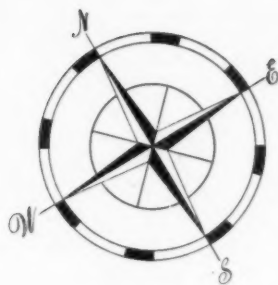
### Synthetic Resin Adhesive

Platab, is a new development of adhesive research. It is a synthetic resin type cold padding glue and can be used to replace pre-war rubber latex compounds. This product comes in red or white color, and is available in any quantity.

### Food Technologists Meet May 29, 30, 31

The fifth annual meeting of the Institute of Food Technologists will be held May 29, 30, and 31st at the Edgewater Beach Hotel in Chicago. A highlight of the convention will feature the presentation of the Nicholas Appert Medal Award to Dr. Charles A. Browne on May 30th. Dr. Browne will respond with a talk on "The Keeping Qualities of Sugars and Sugar-Containing Products During Storage." War emergency and post war problems relating to the food industry will be stressed. About thirty industrial exhibits will supplement the program.

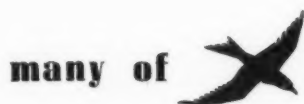




## *As the Crow Flies...*



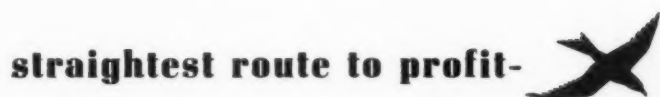
**For more than three-quarters of a century**



**many of America's leading manufacturers**



**have found Gair's complete service the**



**straightest route to profitable packaging.**

**Robert Gair Co., Inc. • New York • Toronto**



- ★ A substantial part of our production effort is now
- ★ devoted to the manufacture of waterproof fiber
- ★ cases for overseas shipments, paper board for shell
- ★ cases, wall board and other essential war materials.

**FOLDING CARTONS • BOXBOARD • FIBRE & CORRUGATED SHIPPING CONTAINERS**



# CONFECTIONERY BROKERS

## J. N. ALLEN & CO.

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RALEIGH, N. C.  
Territory: North Carolina

## JOHN T. BOND & ASSOCIATES

637 S. Wilton Place—Phone: Federal 6028  
LOS ANGELES, CALIF.  
Territory: Pacific Coast

## J. J. BOND & ASSOCIATES

1840 Hill Crest—Phone: 7-1800  
FORT WORTH 7, TEXAS  
Territory: Texas

## H. L. BLACKWELL COMPANY

Emery Way at Sunset Drive  
EL PASO, TEXAS  
Territory: Tex., N. M. and Arizona

## CAMERON SALES COMPANY

5701 E. 6th Ave.—Phone: Dexter 0881  
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Territory: Col., Utah, Ida., Mont.  
Wyo., N. & S. Dak.

## CARTER & CARTER

Confectionery Mfr's. Agents. Established  
with Industry since 1901.  
SEATTLE, WASHINGTON  
91 Connecticut St.—Phone: Main 7852  
Territory: Wash., Ore., Utah, Ida., Mont.,  
Nev., Wyo.

## THE EDWARD M. CERF CO.

740-750 Post Street  
SAN FRANCISCO 9, CALIF.  
Specializing in candy and allied lines;  
Unexceptionable banking, other references.  
Manufacturer's accounts respectfully solicited.

## CHARLES R. COX

508 Wilbur Avenue  
HURON, OHIO  
Territory: Ohio, Michigan Indiana

## HARTLEY SALES COMPANY

GEORGE W. HARTLEY  
742 S. W. Vista Avenue—Phone: ATwater 5800  
PORTLAND 5, OREGON  
Territory: Oregon and Washington

## DONALD A. IKELER

2029 E. Main Street  
KALAMAZOO, MICH.  
Territory: Michigan

## JOS. H. KENWORTH

850 Lake Shore Drive—Phone: Whitehall 4850  
CHICAGO 11, ILL.  
Territory: Chicago Radius, Milwaukee, also  
contacts in Minneapolis, St. Louis, Detroit.  
25 years in above territory.

## HARRY LYNN

Candy Manufacturers' Representative  
1511 Hyde Park Blvd.  
CHICAGO 15, ILL.  
Territory: Chicago, Milwaukee Areas, Ill.,  
Ind., S. Wis.

## PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies  
104 So. Michigan Avenue  
Phoncs: State 3531-32  
CHICAGO 3, ILL.

## WILLIAM H. SMOCK SALES CO.

3816 Stevens Avenue  
MINNEAPOLIS, MINN.  
Territory: Upper Mich., Wis., Minn.,  
N. & S. Dak., Neb., Ia.

## GEORGE R. STEVENSON CO.

302 Terminal Sales Building  
SEATTLE WASH.  
Territory: Wash., Ore, Ida., Mont.  
Over 20 years in this area.

## N. VAN BRAMER SALES CO.

3844 Huntington Ave.  
MINNEAPOLIS, MINNESOTA  
Territory: Minn., N. Dak., S. Dak., Ia., Neb.

## W. A. (BILL) YARBOROUGH

38 Palisades Rd. NW  
ATLANTA, GEORGIA  
Territory: Ga., Fla., Ala., Miss., Tenn. and Ky.

## HARRY YOUNGMAN BROKER- AGE COMPANY

2145 Blake Street  
DENVER, COLORADO  
Territory: Colo., Wyo., Utah, Idaho, Mont.

# TO LATE TO CLASSIFY

## MACHINERY FOR SALE IN GOOD WORKING ORDER. 2—

Joseph Baker Continuous Hard Candy Cookers with revolving cooling slab and vacuum pump for straight sugar or any percentage of corn syrup. 3—Lichtenberg Hard Candy Forming Machines with eight sets of dies—one brand new in crate. 3—C & A 5' Batch Rollers. 4-6' York Patch Rollers. 1-5 Roll N.E. Chocolate Refiner with 30 H.P. A.C. Motor. 1-3 Roll N.E. Refiner. 1—N.E. Melanger. 1-16" Enrober complete with bottcing attachment and cooling tunnel. 1—Fargrove Foil Machine. 1—Lichenstein Foil Machine. Hohberger Cut Rock Cutters. 2—Brach Continuous Cutters without conveyor. 1—Thomas Mills Guillotine Cutter with Countershaft. 1—Anderson Guillotine Cutter with Roller Bed and Countershaft. 1—Thomas Mills Sizer 15" wide, motor drive. 1 Charms hard candy cooker complete with cooling slabs. Address E-54417, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

## WILL BUY COMPLETE PLANT;

or Mogul, Savage marshmallow beaters, Vacuum cookers, and steam kettles, complete line chocolate machinery, enrober, refiners for one ton per day capacity; hard candy units; air conditioner with 20 ton capacity; automatic wrapping machinery. Address E-54416, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

## WANTED: CANDY MAKER—All

around—to work as plant superintendent in large modern air-conditioned candy plant in Philadelphia. Good salary and excellent opportunity for right man to join up with a live wire organization. Write stating full particulars about past experience, and when available; salary expected and age. Address E-54418, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WANTED—One copper kettle approximately 18" across, 10" deep, 3/4" steel bars—24", 28", 30", 42", 54", 60" long. 14" candy thermometer. Can use other equipment for one-man candy kitchen. Address E-54419, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

## Koven Offers Consultation Service

L. O. Koven & Bro., Inc., manufacturers of food processing equipment are offering their engineering staff's services in a consulting capacity on post-war production problems. Manufacturers considering stainless steel, or other metals are not obligated in asking for consultation.

## Confectioners Cooperate in Paper Conservation

Paper Conservation has enlisted the active cooperation of leading candy, dairy and allied confectioner's supply firms, according to a report recently presented by the Joint Committee on Government Relations of the Commercial Printing Industry.

The Loft Candy Corp. approved the check lists for its own use. "Upon examination of your Paper Conservation Check Sheet," wrote William A. Heller, Purchasing Agent for Loft's, "I find it to be a very thorough guide and obviously will aid greatly in the conservation of paper if it were put into general use." Paper Conservation Check Sheets issued by the Committee, suggesting practical ways to meet the paper shortage crisis, have received immediate endorsement from the industry.

THE MANUFACTURING CONFECTIONER



# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

## POSITIONS WANTED

A-1 all around retail candy maker.

Thoroughly experienced on full general line quality retail goods. A good sound, reliable, practical workman. Sober, steady, clean. Foreman qualifications. Wife is fine chocolate dipper. I am seeking position where above qualities and ability to deliver the goods will be utilized. Only steady, year around job with top salary will be considered. Available 30 days. For details address D-44412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MAN of integrity and ability, 20 years factory and retail experience would like position to manage place where owner or head has been called to service, can personally make all candies, train help and manage business efficiently. Address C-3447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITION WANTED: Experienced Pattie Maker wants position, make cream patties, wages based on poundage. Full-part time. Address C-3446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

## SALES REPRESENTATIVE

CONFECTIONERY LINES or specialties wanted by outstanding representative calling on retail, jobbing and syndicate trade in the state of New Jersey. Will purchase candy outright or will act as state representative on commission basis. Address E-5444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry. Large following. Located Chicago. G-7436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALESMEN WANTED—Salesmen calling on the jobbing trade and department stores to sell Four Star Cola fountain syrup and concentrate. Those covering midwestern states preferred. Ohio and western Pennsylvania accepted. Bud Candy Co., 208 W. St. Clair Ave., Cleveland, Ohio.

## MACHINERY FOR SALE

MECHANICAL EQUIPMENT for marshmallow starch drying room. Buck type starch cleaner. Anthony Macaroni & Cracker Co., 818 N. Spring St., Los Angeles 12, Calif.

MACHINERY FOR SALE: Peanut Roaster, practically new, complete with motors and circulating oil feature. Le Blanch Peanut Blancher and Picker Table. Jabez Burns Split Nut Blancher complete with belting, wheels, bearings, etc.; also candy slabs, knives, kettles, etc. H. W. Lay & Company, Inc., Box 4265, Atlanta, Georgia.

MACHINERY FOR SALE: One Ideal  $\frac{7}{8}$  x  $\frac{3}{4}$  caramel wrapper, with motor and cellophane attachment. Archibald Candy Corporation, 1137 W. Jackson Blvd., Chicago 7, Ill.

MACHINERY FOR SALE: I Ekco Gas Furnace, 1 Toledo 2-lb. Computing Scale. Address E-5446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE: Complete equipment for Bubble Gum Factory including kettles, extruding machinery, wrapping machinery, etc. Address E-5447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE—Copper steam jacketed kettle, Racine chocolate melting kettle with motor, 2-30 gallon glass lined tanks, one-250 Gallon copper tank, in blocked. Bud Candy Co., 208 W. St. Clair Ave., Cleveland.

## MACHINERY FOR SALE

FOR SALE—50 Gal. Savage Marshmallow Mixer with Pulley Drive. Jerome M. Schulman Co., 2520 N. Pulaski, Chicago, Ill.

FOR SALE—1 No. 88 D.S. J.M. Lehmann Cracker & Fanner—Good running condition. Address D-4447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

## MISCELLANEOUS

FOR SALE—An excellent opportunity for man and wife that understand the candy business to purchase an exclusive retail confectionery store the only home made candy store in town. 30 minutes from Loop on IC south. Soda fountain lunch, 30 ft. bar, home made Ice cream, 5 gal. freezer, 50 gal. hardening cabinet, 60 gal. dispensing cabinet, seating capacity 65. Have a reputation for fine home made candies and ice cream made on the premises. Store 24 x 100 all modern fixtures with Royal Crown leather booths. Work shop well equipped for home made candies. \$5,000.00 will handle the deal. Owner retiring. Poor health. Address Box E-54412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED TO BUY: Candy Scrap with or without acid. Address E-5448 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**Buy  
War  
Bonds**

## WELCOME TO THE "CONVENTIONEERS"

### Be Sure to Inspect the FMC Stock

Steam Jacketed Copper Kettles from 10 gal. to 600 gal. in stock.

6 Hobart 4 Speed Mixers, AC or DC.

Dry Powder Mixers, 200 lb. to 3000 lb.

Glass Lined Tanks, 15 gal. to 750 gal.

Mass Mixers, Portable Agitators, Pumps, Mills, Grinders, Packaging Equip.

Save TIME, MONEY,  
MANPOWER with  
Good Rebuilt EQUIP-  
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**FIRST**  
MACHINE CO.  
EAST 9th STREET & EAST RIVER DRIVE, NEW YORK





## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



### HELP WANTED

**HELP WANTED:** A high class candy maker experienced in caramel work and with production ability, is wanted by a Texas manufacturer of fine candies. A progressive organization that offers a bright future for right man. The man whose position you will fill is assuming other important duties in this organization. Give full particulars, your application will be considered strictly confidential, Adams Candy Company, 709 South Ervay Street, Dallas, Texas.

**WORKING SUPERINTENDENT** wanted by an old-established manufacturer, located in Ohio. Must have good past record, experienced in all phases of candy making, operate and repair all types of candy making and enrobing machinery. Plant has operated every day full time for past three years. All raw material quotas are good. Excellent opportunity for right man. Good salary and bonus. Write giving full particulars. Address E-54410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**HELP WANTED**—Salesman with contacts among Candy Manufacturers in United States. Write giving experience, reference and salary desired. Application without this information will not be considered. Address E-54413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

**HELP WANTED**—Experienced, all-around Candy Maker. If the right man, we will want him to take full charge of production. Apply at once advising what your specialties are and whom you have been employed by for the past ten years. Correspondence kept strictly confidential. Sisco-Hamilton Co., 514 So. Loomis St., Chicago 7, Illinois.

**HELP WANTED**—Candy maker for large progressive retail candy chain located San Francisco bay area; good future for right man. In reply give full information as to past employment, age, marital status, etc. Address D-44410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

### HELP WANTED

**WANTED**—Pan man. Must be all around man, capable taking charge of pan room. Position now open with national concern in Los Angeles. Permanent work at top pay under best working conditions. Please write details at once, listing experience, age, when available, family status, etc. Replies will be kept confidential. Here's your chance to settle down in sunny Southern Calif. Hurry! Address D-4443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**PAN MAN FOREMAN WANTED**—Experienced in Chocolate, cold and steam grossing. Must be good producer. Good post-war position. Write experiences, past connections, age and salary. School House Candy Company, 296 Charles Street, Providence, Rhode Island.

**ENROBER MAN**—Excellent opportunity for right man. With an old established company manufacturing popular bar goods exclusively. Address D-44413, giving full particulars c/o MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**CANDY MAKER** experienced in high quality candies for progressive retail chain. Permanent position, pleasant working conditions, convenient subway connection, near express station. Write full details, your experience, and salary expected. Gregor Chocolates, 55 E. 11th St., New York 3, N. Y.

**HELP WANTED**—Working foreman for small hard candy crew. Also one for cream dept. Write Warren Watkins Candy Factory, 768 Merchant St., Los Angeles 21, Cal. Now.

**SUPERINTENDENT WANTED**—By a New York City manufacturer specializing in five cent Bars and few other items. Seeking an energetic live wire experienced superintendent, one who understands both quality and production. Good salary and bonus to a man of proven ability. Address C-3442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

### POSITIONS WANTED

**POSITION WANTED**—Man experienced in the operation of a retail chain candy factory desires to change position. Over draft age. Thoroughly experienced in the manufacture of all quality candies. Address E-54411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago 6, Ill.

**POSITION WANTED** by Factory Superintendent. Thirty years practical experience in all lines of candies. Can furnish best of reference. Address E-5442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**POSITION WANTED:** Factory foreman or supt.—practical, active all around candy maker with years of experience making chain store items and bar goods. American, over draft age. Wish to make connection with a live progressive firm located in the Chicago area. Prefer one needing a new 5c bar that should sell in the post war period. Address E-5445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**SALES EXECUTIVE DESIRES CHANGE:** Will consider sales or general manager opening. Outstanding record during 20 years in sales management and merchandising of all types of confections through direct salesmen, brokers, jobbers as well as department and chain stores. Age 48. Now employed. Inquiries invited. Address E-54414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

Supt. with years of practical experience, in all kinds and grades of better candies. Fully capable of handling any number of help for high production. Address D-4446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WOULD LIKE** position with small wholesale house or retail store. I have all round experience, 23 years of making candy. Am only interested in high grade candies. References upon request. Prefer to locate in New York City. Address C-3449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.



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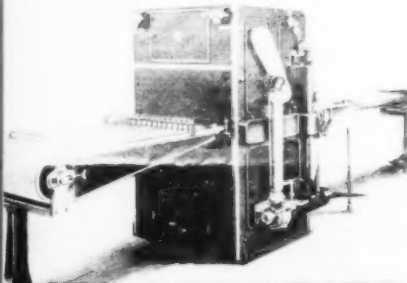
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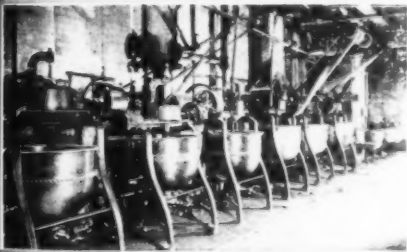
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MACHINERY!**

**READY FOR IMMEDIATE**  
Complete Stock of Confectionery Machinery

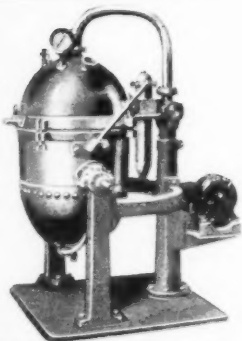
**EVERY OFFERING SUBJECT TO**  
**WIRE COLLECT FOR PRICE**



24" National Equipment Chocolate Enrober.



Battery of Copper Kettles



Simplex Steam Vacuum Cooker

May we suggest you check your  
entire plant for needed equipment  
and wire or telephone us collect!

Machines illustrated are only a few of  
the Extra Choice selections from our  
stock! We have other Modern, Labor-  
Saving Machines you may be able to use.

**HARD CANDY DEPARTMENT**

Rost Continuous Cooker, 1000 lbs.  
per hour.

Gaebel Continuous Automatic Plas-  
tic Hard Candy Outfit with Auto-  
matic Batch Roller, Heated Sizer,  
Plastic Cutter with Chains and  
Cooling Conveyor.

National Equipment Continuous  
Cookers, with pre-cooking kettles.

Rostoplast Continuous Hard Candy  
Unit with 3 tier Cooling Conveyor  
and three dies.

Rost Senior Die Pop Sucker Machine  
for solid or filled Die Pop Suckers  
as well as Plastic Pieces.

Rotary Type Cooler for Plastic and  
Drop Machines.

Racine Double Width, Duplex Type  
Automatic Sucker Machine (extra  
wide to make two 1c pops simul-  
taneously).

Racine Duplex type sucker machine  
with 24 ft. conveyor and cooler.

Racine Model M and Model H Die  
Pop Machines, motor driven.

Racine Sucker Machines, standard  
type with 12-foot conveyor.

Racine Continuous Cutting Machine.

Brach Buttercup and Waffle Machine.

Mills, After-Dinner-Mint Machine.

Mills, high speed, Drop Machine,  
6 in. x 8 inch. Also 4 x 7 and 2 1/2 x 6  
inch machine.

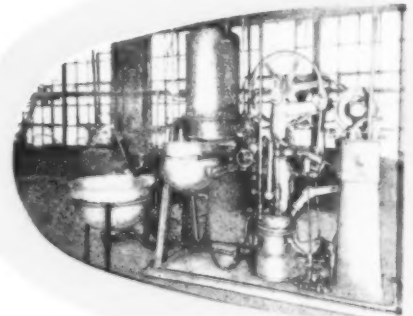
Lichtenberg, Rotary Plastic Ma-  
chine with 3-way cooking con-  
veyor.

Simplex Steam and Gas  
Vacuum Cookers.

Vacuum Cookers, 20,  
40, 60, 80 and 150  
Gal. cap.

**NO PRIORITIES**

Here's Extra Man-Power Available  
Don't Fail To See This Exhibit With  
Modern, Select, Labor-Saving, Rebuilt



Rost Continuous Cooker, 1000 lbs. per hour

**HARD CANDY DEPT. (Cont.)**

Hildreth Pulling Machines, No. 6  
Double Arm, 200 lb. cap., motor  
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Hildreth Pulling Machines, Display  
models 10 to 25 lb. cap.

Baker Perkins Chain Feed Fan-Tail  
Twist Wrapper.

Rose Toffee Wrapper, with foil inter-  
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Long Salt Water Taffy Wrapper.

Package Machinery Sucker Wrapper.

Package Machinery Model K and KD  
Kiss Machines with motors.

York Batch Rollers, 6 ft., 7 ft., and  
8 ft. sizes.

**UNION STANDARD EQUIPMENT**  
318 - 322 LAFAYETTE STREET



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## Machinery for Every Department

NEXT TO BUYING WAR  
BONDS, YOUR BEST IN-  
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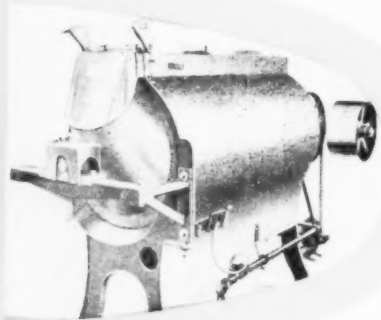
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Cooling Tables, 3 x 8 ft., and 3 x 6 ft. sizes.

### Mixing and Cooking Kettles

150 gal. down to 10 gal. cap. Single and Double Action Mixing Kettles Stationary and Tilting Types.

5 to 250 gal. Steam Jacketed Cooper Cooking Kettles all types and makes with and without bottom outlets.

### MOULDING DEPARTMENT

National Equipment Fully Automatic Steel Mogul.

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Wolf, 6-Column Starch Dryer and Conditioner.

Hersey, Starch Dryer and Conditioner, motor driven.

Friend Leviathan Plastic Center Machine, motor driven with 13 dies.

National Equipment 2-color Depositor with 15 and 24 outlets double pump bars, for continuous 2 color depositing.

National Simplex Starch Bucks.

National Equipment Wood and Steel Mogul Pumps, large selection.

### Crystal and Pan Department

National Equipment Crystal Cooker and cooler.

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Crystallizing tanks with screens, pans and baskets.

Revolving pans with and without coils 38".

### CHOCOLATE COATING DEPT.

32" Greer Coater, motor driven, with automatic Feeder, Detailer, cooling Tunnel and Packing Table.

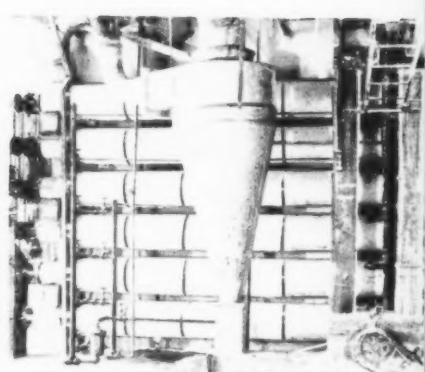
32" Universal Chocolate Coaters with attachments.

24" National Equipment Chocolate Enrobers complete with automatic temperature control and attachments.

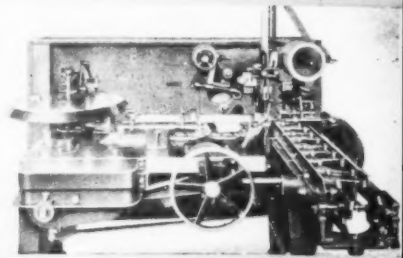
16" National Equipment Enrobers.

National Equipment Chocolate Melters, 150, 300, 500 and 1,000 lb. capacities. Belt and motor driven.

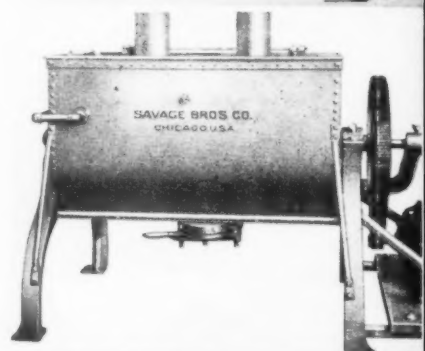
Werner Racine and Lehman Chocolate Melters, 100, 300, 500 & 2,000 lb. cap.



Wolf 6 Column Continuous Starch Dryer



Package Machinery Model L.P.



Savage Jacketed Marshmallow Beater

**EQUIPMENT WANTED!**

**WE PAY YOU CASH  
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NEW YORK 12, N. Y.











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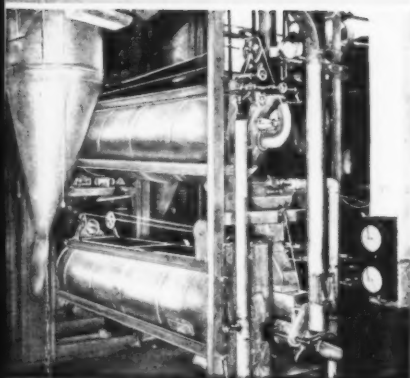
**OF MACHINE AND EQUIPMENT FOR**

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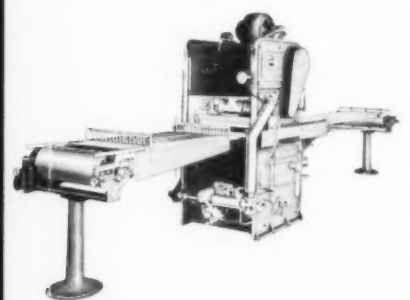
The Union Standard Equipment Company showrooms are conveniently located at 318-322 Lafayette Street, at the corner of East Houston Street, and can be easily reached from the Waldorf by the Lexington Avenue subway to Bleeker Street station, within half a block of our showrooms . . . 10 minutes by subway, 5 minutes by taxicab.



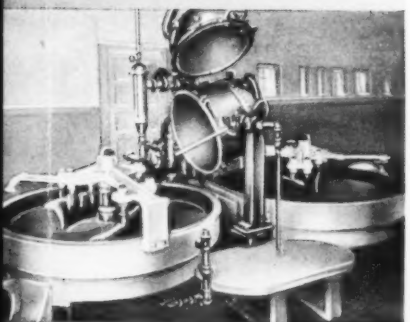
1 — Double Huhn Starch Dryer



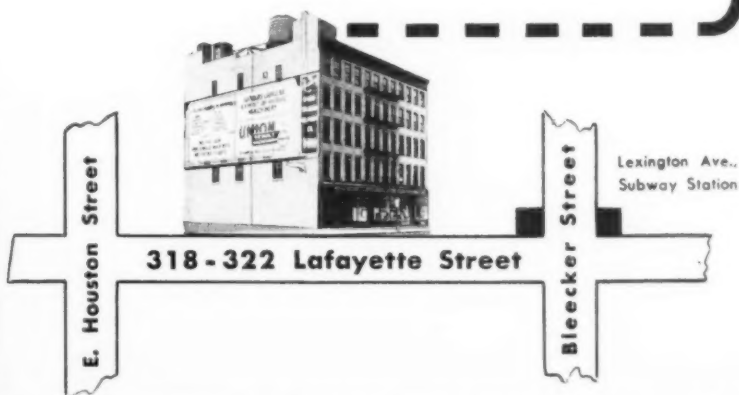
National Fully Automatic Steel Mogul



32" Universal Chocolate Coater



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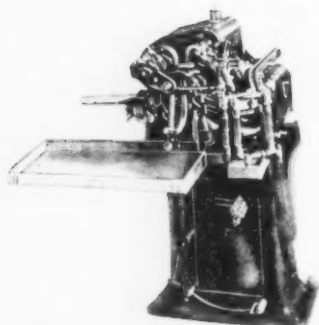


**UNION STANDARD EQUIPMENT COMPANY**  
**318-322 LAFAYETTE STREET** **NEW YORK 12, N. Y.**

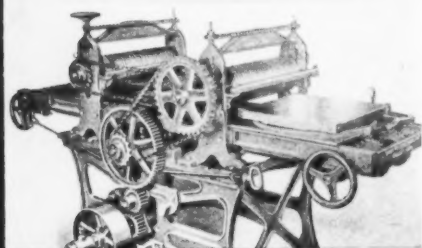


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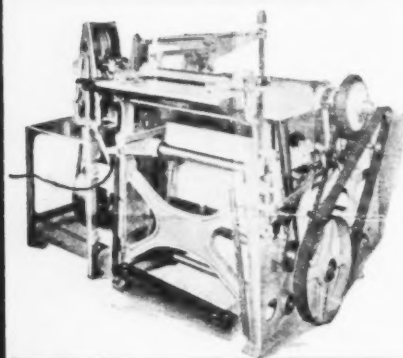
## ALL UNION REBUILT AND GUARANTEED!



Ideal Factory Model Caramel Cutter



Mills 2-Way Caramel Cutter



Werner Fully Automatic Ball Machine

### CARAMEL AND NOUGAT

Ideal Factory Model Caramel Cutting and Wrapping Machines.

Ideal Junior Model Caramel Cutting and Wrapping Machine, 7/8" size.

Package Machinery Co. Model CD Wrapping Machine, No. 9236.

Ferguson and Haas Wrapper for packaging caramel in Boat.

National Equipment Automatic Nougat Cutters.

Mills Caramel Cutter, 2-way, automatic.

Caramel Sizers, all sizes, Mills, White one-way and also Reversible.

Nevers Caramel or Fudge Cooling Stacker, motor driven.

Caramel Kettles, single action and also tilting 25-40 gal. Springfield, Burkhard.

Nougat Kettles, double action, tilting, 25-35-50 gal. Springfield, Burkhard and Savage.

### CREAM DEPARTMENT

Simplex Model E, Steam Vacuum Cooker.

Hohberger Automatic Continuous Cream Machine, consisting of Syrup Cooler and Cream Beater.

National Equipment and Werner 600 and 1,000 lb. cap. Syrup Coolers and Cream Beaters.

National Equipment 50 gal. cap. type E. B. Cream Remelter.

5 ft. Dayton type Cream Beaters, belt and motor driven.

3 ft., 4 ft., 5 ft. and 7 ft. Ball Cream Beaters, belt and motor driven.

Racine Snow Plow Type, Jacketed Cream Beater, 5 ft.

Cream Remelters and Breakers, 25 gal., 50 gal. cap. Springfield, Werner, Baum and Burkhard.

### Marshmallow Department

Savage Jacketed 200 lb. cap., Marshmallow Beaters with Breaker Bars, motor driven.

### SPECIAL OFFERINGS OF CHOCOLATE EQUIPMENT

Lehman Double Unit Crackers and Fanners, type D. S. L. Production 5,000 lbs. per hour.

Burns Cocoa Bean Cleaner.

Burns 5-bag Cocoa Roasters. Gas and Coal.

National and Lehman 38-inch Triple Stone Mills, belt and directly motor driven.

Bausman Double Disc Liquor Process Machines.

W. & P. Double Arm Mixers, 23,000 lbs. cap., Steam Jacketed with large outlets.

Read 2,000 capacity Double Arm Mixers Tilting Types, Steam Jacketed Double Gear with bottom draw off.

National and Lehman 5 and 6 ft. Melangeurs.

National Equipment 6 and 7 ft. Chasers.

Latest Package Machinery Co. Model C and C. A. Bar Wrappers for 5-cent and 10-cent bars, also 1/2 lb. Cake Wrappers.

Bausman Late Style Refiner Coating Disc with pre-melting Kettles.

Springfield 5-Roll Refiners.

Lehman and National Equipment 3-Roll Refiners.

National Equipment Close Coupled Conges 4,000 lbs. capacity.

National and Lehman 4-pot Conges.

Racine Chocolate Kiss and Star Depositors.

Springfield Bar Depositor with Nut Feeder.

Springfield and Lehman 10-lb. Weighing Machine.

Springfield Cold Box, for bars and coatings with return heated mould conveyor.

10,000 Hollow moulds all types and sizes.

HUNDREDS OF OTHER CHOICE MODERN CHOCOLATE MACHINES IN STOCK  
READY FOR DELIVERY—SEND FOR "CHOCOLATE CIRCULAR"

**UNION STANDARD EQUIPMENT COMPANY**  
318-322 LAFAYETTE STREET NEW YORK 12, N. Y.











# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

## MISCELLANEOUS

### WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

**"Cellophane"  
BAGS**

**SHEETS • ROLLS • SHREDDINGS**  
Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All Scotch Tape  
Colors & Widths Clear & Colors

**Diamond "Cellulose" Products**

Harry L. Diamond  
Sales Representative

1409 So. Michigan Ave. Chicago, Ill.

**WANTED TO BUY**—Whole or broken Maraschino type cherries, brine or processed. Chase Candy Company, St. Joseph, Mo.

**WANTED**—Candy factory with approximately 2000 bags per year sugar quota. DeRoss Candy Co., 1222 West Washington Blvd., Los Angeles, California.

**FOR SALE**—20,000 lb. good clean scrap candy. This scrap has an average of 65 lb. sugar to 35 lb. corn syrup. For further information please address D-4445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

## MACHINERY WANTED

**MACHINERY WANTED**: Two 3x8 water cooled tables and one dicing machine. Must be in A-1 condition. C. S. Taylor & Co., Davenport, Fla.

**MACHINERY WANTED**: Senior model Ideal caramel wrappers with sizers attached. Must be in good condition. Address E-5443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**MACHINERY WANTED**: One 80 gal. double action steam kettle. John Horne Co., 1920 Columbia Ave., Chicago, Ill.

**MACHINERY WANTED**: Two Pop wrapping machines. State Serial number and lowest cash price. School House Candy Company, 296 Charles St., Providence, R. I.

## MACHINERY WANTED

### CHEWING GUM MACHINERY

**WANTED**. Desire equipment from small plant not operating or wishing to discontinue manufacturing chewing gum. Address E-54415, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WANTED**—One used Anderson Cellophane Bag Making Machine. Send full particulars, price, etc. to Chase Candy Company, St. Joseph, Missouri.

**WANTED**—Late model Igou stick candy spinning machine, with rolls and motor. Quote best cash price, and full description. Address D-4441, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**3 foot Cream Ball Beater**. Will pay cash. Address D-4442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WANTED**—Almond Paste grinder AC current or hand style. Caramel Cooker with agitator. State size. Caramel Wrapper. State size of caramel it wraps. Address D-4444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WANTED**—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

**WANTED**—Savage Bros., Model 'S' Open fire mixer either number one or two, double action break-back type. Motor 220 volt 3 phase 60 cycle A.C. with kettle. Will pay top price. Chas. C. Walker, Groveland, Florida.

**MACHINERY WANTED: URGENTLY WANTED**: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

**WANTED**—Dayton, Racine or Ball 5 ft. Cream Beater. Advise condition and quote lowest price for cash. Address B-2443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

## MACHINERY WANTED

**WANTED**—75 lb. capacity Candy Pulling Machine. Give price, condition and location. Address D-4448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WANTED**—Reiche Hollow Mould Outfit with or without moulds, or will buy 2 Elma Fillers and 2 Reiche Tumblers separately. Address D-4449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

**WANTED**—Copper revolving pans preferably but not necessarily 38"—with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

**MACHINERY WANTED**—Second-hand fully automatic mogul. Late type enrober. Schuler Chocolates, Inc., Winona, Minnesota.

**WANTED**—Will pay cash for Simplex Vacuum Cooker, gas or steam. Also Rost or similar hard candy machine, steam jacketed kettles and other hard candy equipment. Address B-2442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**1-16" Enrober** complete with bottoming attachment and cooling tunnel; 1 3-Roll Chocolate Refiner; 1-Twin or Triple Chocolate Liquor Mill; 1-Bausmann Disc liquor Mill; 1-Rostoplast, Lichtenberg or similar Plastic Hard Candy Machine; 1-Simplex Vacuum Cooker; 1-Hard Candy Batch Spinner, York or roller type; 2-3x8 Metal Slabs. Advise condition, price and where they can be seen. Address C-3448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**WANTED**: Steel or wood moguls, automatic ball machines, and starch dryers. Interested in modern equipment in good operating condition. Give full details, price, and where equipment may be inspected. Will pay cash and remove immediately. Address C-3436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St.,



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# THE LIFE AND TIMES OF A GREAT AMERICAN INSTITUTION

- ★ 1765—John Hannon, sponsored by Dr. James Baker, grinds the first chocolate made in North America.
- ★ 1780—Dr. Baker acquires full ownership of the business and makes the first chocolate branded BAKER'S.
- ★ 1824—Edmund Baker retires and leaves the business to Walter Baker under whose name it becomes prosperous and widely known.
- ★ 1833—Walter Baker's Chocolate is the only packaged and branded product sold in Abraham Lincoln's store.
- ★ 1867—Walter Baker's Chocolate and Cocoa win prize awards at the Paris Exposition.
- ★ 1873—Walter Baker's Chocolate and Cocoa win the highest awards at the Vienna Exposition.
- ★ 1877—Walter Baker's Chocolate and Cocoa win the highest awards at the Philadelphia Centennial.
- ★ 1880—Walter Baker perfects a method of making chocolate coatings for confectionery.
- ★ 1883—"La Belle Chocolatiere," Jean Etienne Liotard's famous pastel, is formerly adopted as the Walter Baker trade mark.
- ★ 1907—Walter Baker Company installs a refrigerating plant, making year-round production of chocolate practical.
- ★ 1927—Walter Baker & Company, Inc., becomes a division of the General Foods Corporation.
- ★ 1940—Walter Baker Company celebrates its 175th birthday.
- ★★ TODAY—Walter Baker & Company, Inc., can truly boast . . .

*A Quality Product for every Chocolate Use*

# WALTER

and Company



# BAKER

Incorporated





**CLINTON**

*TIME-HONORED PRODUCTS*

**CORN SYRUP UNMIXED  
CONFECTIONERS' STARCHES  
DEXTROSE (REFINED CORN SUGAR)**

QUALITY

UNIFORMITY

DEPENDABILITY

OUR SERVICE DEPARTMENT  
WILL BE GLAD TO HELP YOU  
WITH YOUR TECHNICAL  
PROBLEMS.

**CLINTON COMPANY**  
**CLINTON, IOWA**

★ For Victory ★

BUY UNITED STATES WAR SAVINGS BONDS



